

Industrial development

and manufacturers record

THE NATIONAL GUIDE TO INDUSTRIAL PLANNING AND EXPANSION



BLACK & DECKER PRESIDENT ROBERT D. BLACK

Anticipating a continuously widening market for portable electric tools, Black & Decker Manufacturing Company—leader in the industry—has planned a five-year program for further expansion to meet demands for its products in both the domestic and growing foreign markets (page 65).



EASY DOES IT!

It's so easy to get courteous, competent help on shipping matters that pertain to the Southland. Just sit back and call one of our freight sales and service representatives. Phone now and see!



Your freight keeps moving on the modern Southern that serves the modern South!

SOUTHERN RAILWAY SYSTEM

INDUSTRIAL DEVELOPMENT and manufacturers record

Volume 127 August 1958 Number 9



Issued monthly, except semi-monthly in May and October (14 issues a year), by Conway Publications, Inc. 109 Market Place, Baltimore 2, Md.

EDITORIAL ADVISORY BOARD

Gordon E. Garnhart, Director of Real Estate and Inst., Westinghouse Electric Co., Pittsburgh.
F. E. LeVan, Sr. Architect and Civil Engineer, E. I. duPont Co., Wilmington.
Otto Pongrace, In Charge of Plant Location, Ford Motor Co.
Stuart Parry Walsh, Director, Industrial Planning Associates, San Francisco.
Robert E. Boley, Secretary, Industrial Council, Urban Land Institute, Washington, D. C.
Carl Lloyd, Exec. Vice Pres., Society of Industrial Realtors, Washington, D. C.
D. M. Lynn, President, American Railway Development Association, Cleveland, Ohio.
Dennis O'Harrow, Exec. Vice Pres., American Society of Planning Officials, Chicago, Ill.
Paul Menk, Exec. V.P., Assn. of State Planning and Development Agencies, Wash., D. C.
Victor Roterus, Chief, Area Development Division, U. S. Dept. of Commerce, Washington, D. C.
Reuben Siverson, Chamber of Commerce of the United States, Washington, D. C.
Charles L. Hamman, Editor, Western Resources Handbook, Stanford Research Institute, Stanford, Calif.
Frank Haasheer, President, Great Lakes States Industrial Dev. Council, Madison, Wis.
Clayton D. McLendon, Chairman, Development Committee, Southern Association of Science and Industry, Atlanta.
Melvin Peach, Manager, Industrial Dept., New England Council, Boston.

McKinley ConwayEditor and Publisher
Jouett Davenport, Jr.Managing Editor
William PruittAdvertising Manager
Guy H. TuckerCirculation Manager
Stan MayBusiness Manager
Beth FriedmanChief Researcher
Josie QuillyNew Plant Editor
Suzanne JohnsonWanda Maxwell
Shirley KunianskyJoyce Langley
Sadie KellyR. K. Conway
Helen HarperElizabeth Edwards

OFFICES AND REPRESENTATIVES

BALTIMORE—Harold L. Sorrell, 109 Market Place, Tel. LExington 9-7065.

LOS ANGELES—Duncan A. Scott & Company, Advertising Representatives, 1901 W. 8th St., Tel. DUnkirk 8-4151. Peter Schulz, Representative.

NEW YORK—A. B. McClanahan, Advertising Representative, 295 Madison Ave., N. Y., Tel. LExington 2-1234. Victor Whitlock and David J. Mann, associates.

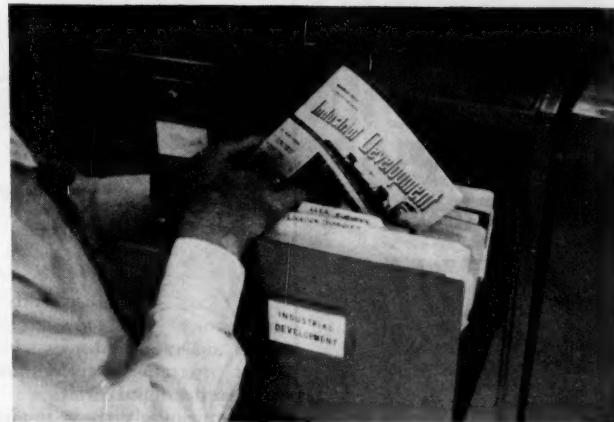
ORLANDO—Charles Layng, Associate Editor and Executive Representative, 714 Oak Avenue, Tel. 2-3244.

SAN FRANCISCO—Duncan A. Scott & Company, Advertising, 5th Floor, 85 Post Street, Tel. GArfield 1-7950. Cyril B. Jobson, Representative.

WASHINGTON, D. C.—Caldwell R. Walker, Washington Correspondent and Associate Editor, 2415 E. Street, N. W., Tel. District 7-3727.

Annual subscription rate for INDUSTRIAL DEVELOPMENT including MANUFACTURERS RECORD, the SITE SELECTION HANDBOOK, and the BLUE BOOK-DIRECTORY is \$12 per year. (A 50 per cent discount is allowed manufacturing executives responsible for selecting sites for new facilities. Enclose card or letterhead as proof of position.) Entered as second class matter at Baltimore, Md. under the act of March 3, 1879.

Guaranteed minimum circulation 16,000 Copies
Copyright 1958 by Conway Publications, Inc.



why "reference value?"

If you sell a service or a product to firms establishing new plants, your advertising program will fall short if it lacks *reference value*—the potential for presenting your message again and again, even years after your ad was inserted.

Reference value is vital in this field of selling because new plant location is inherently a slow process. Normally, it takes about three years from start of planning to actual operation.

To get maximum results, you want a medium that is kept on file and consulted throughout the planning period. You want to place your message right in that confidential file drawer where the planning data is assembled.

Are you now getting this type of reference value? Ask these questions about each medium you consider:

1. Is the publication easily filed? Will it fit into a standard file folder? Is it bulky?
2. Will the publication be filed in the right place? Does its title automatically suggest to the file clerk where it should go?
3. Will the publication be filed intact (with ads) or will editorial material be clipped, with ads going into a wastebasket?
4. What proportion of the content deals with industrial planning? (The more extraneous material, the lower the reference value.)

These are just a few of the factors which deserve serious consideration.

If you plan accordingly, your advertising messages will serve you not just today, but tomorrow and the day after.

Industrial Development

and manufacturers record

first in Industrial Development since 1882

INVESTIGATE

GRAND CENTRAL INDUSTRIAL CENTRE

In Glendale
(Los Angeles)
California

- ten minutes from downtown LOS ANGELES
- highly restricted

Some of our clients:

Aeronutronic Systems, Inc.
(Div. Ford Motor Co.)
Air Associates, Inc.
AMF Pinspotters, Inc.
Bell & Howell Company
C. E. Hires Company
Librascope, Inc.
National Biscuit Company
U. S. Post Office

FINEST INDUSTRIAL SITES IN SOUTHERN CALIFORNIA

COMPLETE PACKAGE
PLAN—design, engineering,
construction and
lease for qualified tenants.

Write for free copy
of color illustrated
Brochure. No obligation.

GRAND CENTRAL INDUSTRIAL
CENTRE
P. O. Box 3157
Glendale 1, California

SOUTHERN CALIFORNIA

IN ID/OP/MR...

A recent study of executive development programs issued by the University of Arizona reveals some interesting facts about industrial planning. The Arizona study analyzes the topics which were taught in 34 different executive development programs in the United States and Canada during the past two years by leading universities.

Significantly there is almost no reference to the subject of long-range facility planning, industrial development or area analysis. Certainly it is clear that the educational institutes surveyed are not yet doing much to give executives training in this important field.

Of course we recognize that facility planning and location is covered briefly in some of the general courses such as "Cost And Financial Administration" at Harvard or "Economics and Finance" at MIT. But this is not enough. We certainly hope that in the immediate future the vital question of company expansion planning will be given more attention in these worthwhile executive programs.

* * *

The Committee For Economic Development is conducting a confidential survey of industrial development groups to learn more about them and their methods of operation. We will be particularly interested in seeing the answer to question number 8 in the CED questionnaire "What do you think will be the most important opportunities and problems in the development field in your area in the next 5 or 10 years."

* * *

Business activities which are strongly influenced in their location by convenience and speed of executive travel are going to have to reevaluate sites before the end of the year. For the commercial jet aircraft will have a definite influence on location patterns. By the end of 1959 all long-range business travelers are going to find that their habits have been markedly changed.

* * *

Those who are experienced in the field of industrial planning and development are astonished at the surgery performed on the Office of Area Development by Congress. This unit of the Commerce Department has been operating on an annual budget of \$395,000 and now has been cut to \$200,000.

Since this office has administrative responsibility for advising industry on dispersal programs it is apparent that Congress and the administration do not plan to push this program. Undoubtedly this is a move that will make somebody happy in Moscow.

The result of the slice is that Area Development Director, Victor Roterus, has issued reduction-in-force notices to 26 of his 47 staff members. That may be good news for business firms or development groups looking for skilled personnel.

* * *

ID's roving reporters are discovering that not all executives in the Great Lakes area believe the seaway will bring a big boom in business. But there is no doubt that Michigan's upper peninsula is going to benefit substantially from completion of the new one hundred million dollar Mackinac bridge.

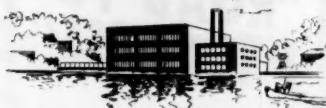
* * *

Industrial planners are chuckling over an expensive advertisement being run currently in leading national magazines by one of the nation's large insurance companies. Presuming to show a healthy, prosperous, growing city it presents a good text book illustration of planning errors. Industrial plants back up to good residences and traffic is congested.

H. M. C.

at your fingertips in

GREATER
BURLINGTON
VERMONT

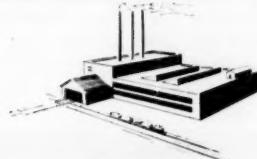


**Abundant Cold Water,
Abundant Electric Power**

Lake Champlain is the nation's largest fresh water source with a sub-surface temperature constantly below 43° F. Dependable electric power is available for commercial use. A labor surplus area, Greater Burlington offers exceptional advantages to manufacturer of product with high value added in manufacture. Write for details!

**GREATER BURLINGTON
INDUSTRIAL CORPORATION**

191 College St. Burlington, Vt.
Tel. UNiversity 2-5726



**ANNISTON
ALABAMA**

HOME OF
**GENERAL
ELECTRIC**
•
MONSANTO
•
**NATIONAL
GYPSUM**

**INDUSTRIALLY
PLANNED**

Anniston plans ahead for industrial expansion. Check our labor market, transportation and utilities. We may have what YOU want.

Write for your
Free Copy
of
**SPOTLIGHTING
ANNISTON**
No Obligation



ANNISTON CHAMBER OF COMMERCE
RADIO BUILDING
ANNISTON, ALABAMA



SIRS: In past years you have graciously permitted this office the privilege of reproducing the data regarding Louisiana published in the annual issue of the BLUE BOOK OF SOUTHERN PROGRESS. This data has been very helpful to us in our industrial development activities.

We trust that the BLUE Book has also benefited. This has been indicated by requests placed in this office for further detailed information and source of data.

Will you be kind enough to permit us to reproduce the current data in the 1958 edition in a manner similar to the enclosed?

Patrick M. Killeen
Division of Research and
Industrial Development
La. Dept. of Commerce and Industry

► **Permission granted.**

SIRS: Your letter of May 27 has been received and contents noted.

I hereby authorize you to continue the insertion of my Professional Card in your publication (MANUFACTURERS RECORD) for another year at the present rate.

The subject matter and preparation of articles in this magazine is of great interest to me and I consider it one of the finest publications that I receive.

Gustave M. Goldsmith
Registered Professional Engineer
1734 Bella Vista
Cincinnati, Ohio

SIRS: Please enter our order to receive the INDUSTRIAL DEVELOPMENT and MANUFACTURERS RECORD for the next twelve months.

You may bill this office with the first issue in the amount of \$12.00 in full payment.

We believe your publication will be of great stimulation to our membership who will have access to the copy.

Max N. Rainwater, Pres.
Chamber of Commerce
Cherryville, N. C.

SIRS: The article by Ronald M. Reisler on urban versus rural failed to consider two items which we consider the most critical.

First is the position of management in the rural community that is faced with a union strike call or a strike by non-union workers. It is obvious that inadequate police protection exists for the prevention of property destruction. Management has no alternative in their negotiations, because no other labor force exists than the ones they have already attracted. I can give two excellent examples: a plant at Rockwall, Texas, which was the largest installation in that rural community. It's still idle and considerably damaged two years after a strike vote was taken. In our Brook Hollow development, we have had one strike by a teamster local, which involved seventy-five employees at one facility. Three-fourths of one day's operation is all that was

**50,000%
INCREASE IN
POPULATION**

since 1900 in industrial
**LONG BEACH,
Southern California**



Fabulous growth in Long Beach city and Los Angeles-Long Beach Metropolitan Area populations characterizes this market — the fastest growing one in America, if not the world. Long Beach is the No. 2 city in the nation's second most populous county. Over 300,000 persons move into the county annually to make their homes here. With \$11½ billions in purchasing power, this metropolitan area is without rival anywhere in expanding industrial marketing opportunities.

**The Port of Long Beach
Extends
Our Markets
throughout
the World.**



With this ever-growing market, the city's Harbor has spared no effort to speed world trade through Long Beach. Wide apron wharves, great transit sheds expedite the mechanized handling of cargoes. Fork-lifts and package trains save shippers' time and losses. Radar-radio ship control keeps Port traffic moving.

The rising pace of manufacturing-marketing in this growing Long Beach economy is just one of 12 industrial advantages awaiting you here.

Send for these!

Long Beach Chamber of Commerce
121-G Linden Avenue
Long Beach 2, California



Please send literature on industrial Long Beach
 Send your Port magazine, "Harbor Highlights"

Name _____

Address _____

City _____

State _____

**LONG BEACH,
CALIFORNIA**
Please pin coupon to your letterhead

PRESTIGE SITES!

IN SUB-TROPICAL
SOUTH FLORIDA

FOR
DISTRIBUTION, SERVICE
OR INDUSTRIAL FACILITIES



in the PALM BEACHES

Lewis Terminals is located in Riviera Beach, Florida adjacent to West Palm Beach and the ocean port of Palm Beach, gateway to the Caribbean and world markets. This Industrial Park is served by the Florida East Coast Railroad and the Seaboard Airline Railway. Ample highways, state, federal and county, serve the area. It adjoins beautiful Coastal Communities and the first phase of this planned 1200 acre Industrial Park is now available. Lewis Terminals is the location already chosen by Canada Dry Bottling Co., Summit Leaseholds, Inc. and others. Get the facts on this great Industrial location! Excellent community acceptance and facilities for your industry — in one location. Write, wire or phone for complete details and brochure.



31 WEST 20th ST. P.O. BOX 616
RIVIERA BEACH, FLA. Victor 4-0201

FLORIDA'S OUTSTANDING
INDUSTRIAL PARK

LETTERS

lost in one productive effort, although the strike and picketing continued for several months. Dallas police officers and the Sheriff's office both maintained constant vigilance to assure protection of personal rights and property.

The second major factor is that of insurance. We have found in some instances that the difference in insurance rates for a rural community and the City of Dallas will actually pay the rent here.

W. C. Windsor, Jr., Pres.
Windsor Properties, Inc.
Mercantile Commerce Bldg.
Dallas, Texas

SIRS: Our Southern District Office in Atlanta subscribes to your magazine and recently sent me your Fiftieth Annual Blue Book of Southern Progress to study. I find this an exceptionally fine job and certainly most valuable to manufacturing and selling goods in the South.

I would be interested to know whether or not you or any other publisher puts out a similar magazine for other parts of the United States . . .

W. W. McCarthy, Sales Mgr.
Industrial Products
Wood Conversion Co.
Saint Paul 1, Minn.

► Not at the moment, but we are expanding our coverage and may later issue such data on a national basis.

SIRS: Your 1958 BLUE BOOK edition seems to have wandered a bit on the subject of Reynolds Metals Company, Sheffield, Alabama operation.

There are three Reynolds plants here, each employing more than 100 persons. They are:

R.M.C. Alloys Plant (aluminum fabricating)
R.M.C. Reduction Plant (Primary Aluminum production)
R.M.C. Missile Plant (ballistic shells for missiles & rockets)

Reynolds Alloys Company no longer exists, the plant—which is currently undergoing a \$65,000 expansion—now being known as the Reynolds Metals Company Alloys Plant. The Alloys Company was formerly a R.M.C. subsidiary.

It is easy to see how these inaccuracies might crop up in so lengthy a listing but I thought you would appreciate this information before next year's BLUE BOOK.

Please let us know if we may be helpful in providing other information about Reynolds operations in the southeast.

Robert D. Holloway
Reynolds Metals Co.
Richmond, Va.

SIRS: We are interested in purchasing five copies of the May issue of your magazine, in which our corporation is mentioned under the title of "New Business." Please send these to Polybond Corporation . . .

D. Yawn
Polybond Corporation
944 Poydras Street
New Orleans, La.

MONROE,
LOUISIANA
presents

"ROAD TO PROGRESS"

Monroe City Taxes Cut 25 Per Cent

Slashed from 33 mills to 24 1/2 mills with no reduction in services.

City of Monroe Announces New Industrial District

772 acres of level land adjacent to airport. Paved streets and all utilities installed. Served by two major railroads. Watch for future announcement.

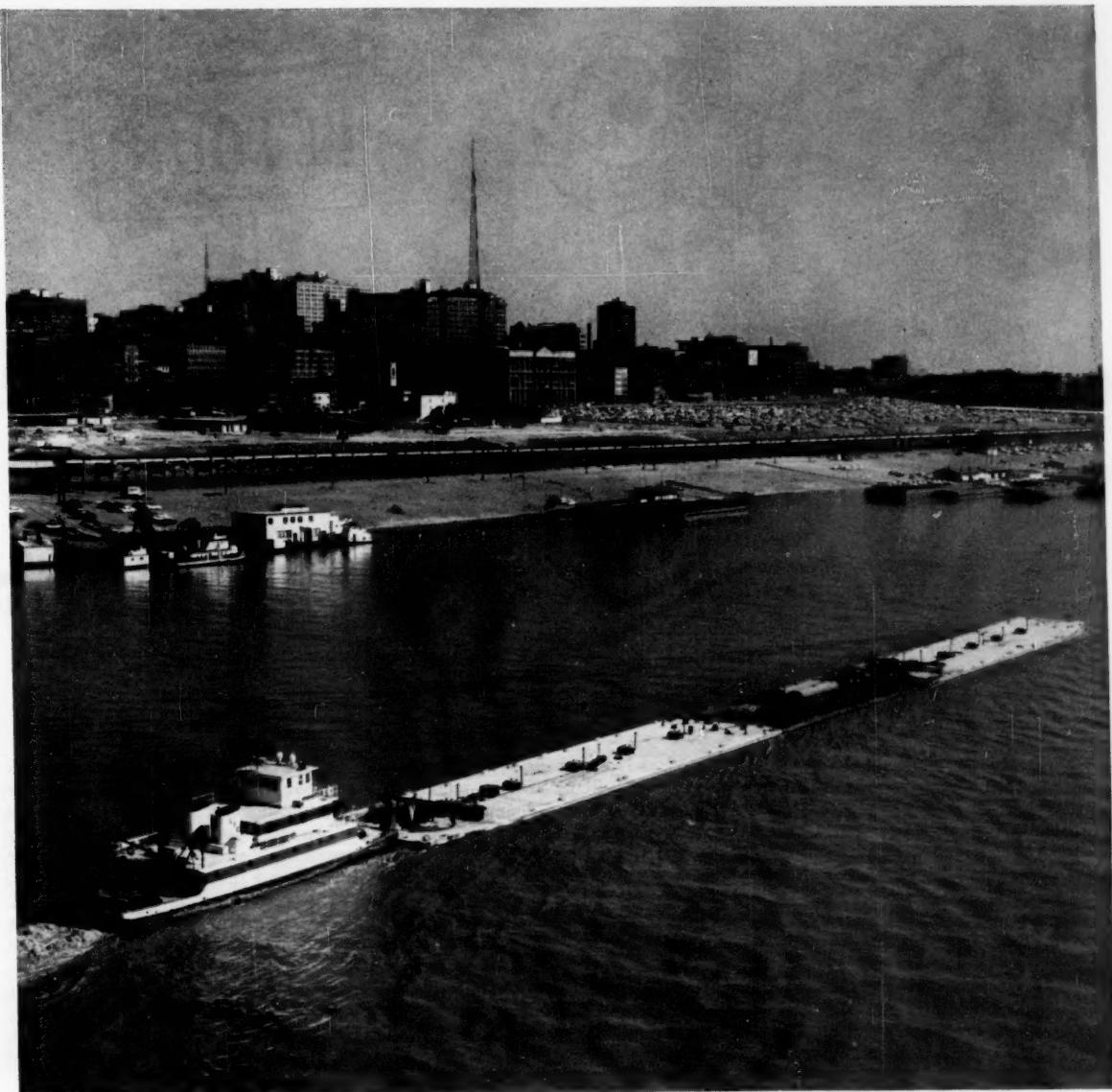
Write or call if you desire additional information on Monroe's newest industrial district or other choice sites. Specify if you wish a copy of the 53-page Monroe Economic and Industrial Survey.

Monroe Area Industrial Development Corp.



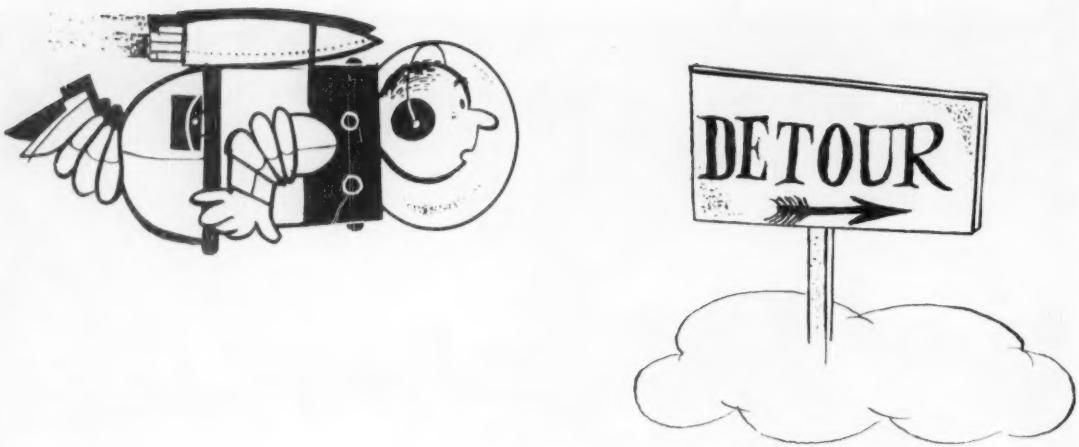
WALTER KOCH
Executive Vice President
P. O. Box 1284
Monroe, Louisiana
PHONE: Fairfax 2-7594

**Union Electric Service Area . . .
strategic center of America
for INDUSTRIAL WATER**



The mid-continent rivers make up the world's greatest inland waterway, connect 29 markets in 20 states.

contact: *J. E. Johanson, Manager, Industrial Development,*
UNION ELECTRIC CO., St. Louis 1, Mo.



By H. McKinley Conway, Jr.

Roadblocks

IS THE development of your community being hindered by unseen roadblocks in the sky?

It could be. For thousands of American citizens are living in areas where freedom of travel is restricted. Millions of others are being denied freedom of movement through huge areas of the nation.

It will come as a surprise to many to learn that we have a domestic "air curtain" consisting of a vast network of "prohibited," "restricted," and "warning" areas marked on aeronautical charts by Federal agencies. These roadblocks in the sky make it illegal to fly to scores of communities. Hundreds of "posted" areas make it necessary to take aerial detours when flying into such centers as Washington, Baltimore, Jacksonville, Miami, Los Angeles, Atlantic City, and Dayton.

With business firms and private citi-

zens already operating many more airplanes than all the airlines combined, this travel restriction looms as a major problem. Communities cut off by the air curtain are already missing some business opportunities. As air traffic grows, the loss will be greater.

But most air-isolated communities don't even know they're hurt. Cities which would be blowing the lid off the national capital if they were denied access to highways are silently permitting themselves to be closed out of the nation's airways.

Aside from the limitations on personal freedom and the possible economic effects on communities, the multiplicity of restricted areas poses a definite threat to the safety of all air travelers. In many places, airways are made more congested because prohibited areas leave only narrow corridors for private and commercial aircraft.

For example, between Los Angeles and San Diego restricted area number 294 blocks most of the route leaving a gap only four miles wide for free transit. The alternative is a long detour inland or a flight over the ocean.

The situation at El Paso is worse. A very large prohibited area on the North extends down to within 15 miles of the Mexican border. All East-West air traffic in the Southwest is funneled through this narrow gap. And right in that corridor are El Paso International Airport and Biggs Air Force Base with their heavy traffic.

Three different restricted areas prevent direct flights North along the coast from Atlantic City. The shortest route requires steering through a two-mile gap between two "verboten" zones. You'd better be careful to fly a straight course, because the restricted areas are marked "dive bombing practice."

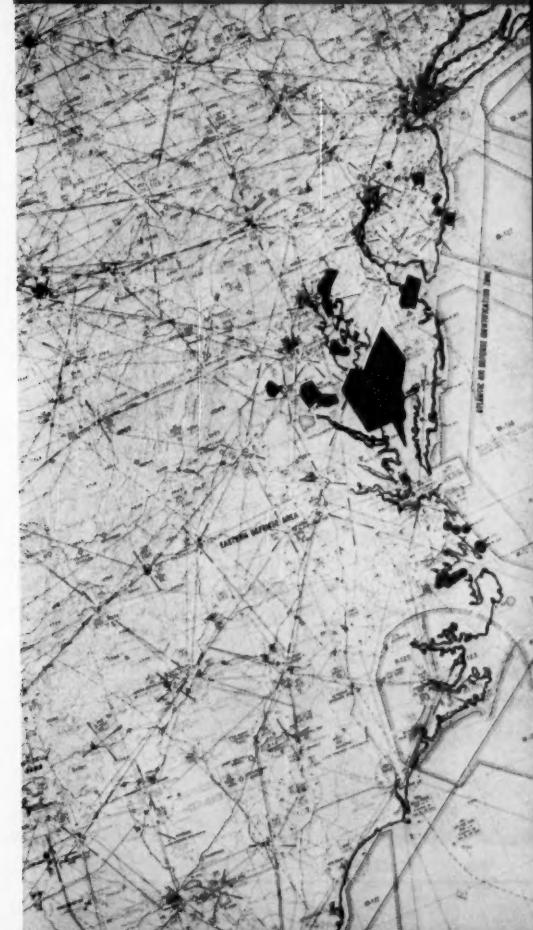
in the Sky

There's a similar situation in South Florida. A restricted area North of Miami comes to within eight miles of the Broward County International Airport which serves Ft. Lauderdale. It's marked "bombing practice."

Another "curtained" city is Jacksonville, Florida. A large area to the Southwest is completely blocked. For the heavy North-South traffic, there's a 12 mile corridor between the city and the ocean. But this channel crosses two busy airports, one of which is a Navy jet base.

This makes about as much sense as channeling the New York Thruway traffic through Times Square.

The blacked out areas on the accompanying map are various "sky roadblocks" that are strung out along that section of the nation's Eastern Seaboard. Such restricted areas hamper civilian air travel in many parts of the United States.



The "air curtains" of restricted areas today makes it difficult for business and commercial aircraft to fly to scores of cities and towns. Areas cut off from normal airways are missing out on business opportunities. As air traffic grows, this may become an important factor in regional economic and area development.

But that's only the beginning. One of the worst situations is found right at the seat of the trouble—the nation's capital. Despite the fact that Washington annually records one of the highest air traffic loads in the country, the city is virtually surrounded by restricted areas. Traffic is forced into congested channels, increasing the danger of mid-air collisions and denying air-traveling Americans the opportunity to see many historic buildings and landmarks.

Flying into Washington from the South, you must thread your way between the Quantico restricted area on the West and the Dahlgren restricted area on the East. There's a slot about 14 miles wide for the large amount of traffic winging through this area.

It's impossible to fly a direct route from Washington North to New York. You have to veer West to miss some restricted areas near Baltimore. The whole Chesapeake Bay region is a checkerboard of "you can't fly here" areas.

Suppose you're down at Williamsburg, headed North. Your most direct route involves squeezing between the Dahlgren and Patuxent River posted zones. Your navigation better be good, because the gap is only six miles wide.

To the non-flying citizen this may seem to be no more than an irritant. But it's much more than that to thousands of Americans who now fly their own airplanes in the routine pursuit of their business activities.

Suppose you're flying one of the many corridors, with restricted areas on either side. Then, up ahead, you see a thunderstorm. Ordinarily, you'd detour a few miles around it and go on to your destination. Scattered thunderstorms

are encountered frequently in much of the country during warm months.

But, because of the "air curtain" you have a tough decision to make. You can risk flying through the storm—a matter of life and death in a small plane—or you can violate a restricted area with the chance that you'll be fined and have your license taken away.

Restricted areas make the pilot's job tougher, too, because navigation must be more precise. A corridor six miles wide may seem generous to the layman.

But to the pilot of a medium-speed airplane, six miles is only a couple of minutes. Moreover, from several thousand feet up it's easy to misjudge distances on the ground. And there are cross-winds to consider. Thus, in cross-country piloting, straying a few miles off course is not at all unusual.

But "corridors" are only one of the problems and vexations which result from over-use of the word "restricted" on the airmen's chart. It is difficult to comprehend the thinking of those who are responsible for some of the off-limits areas.

For example, you can't legally fly over the White House, the Capitol, the Washington Monument, or other government buildings in downtown Washington. There's no explanation on the map, just the edict "Prohibited."

Presumably, someone promoted this as a security measure. Maybe they feared a suicide pilot would plunge Kami-Kaze style into the White House. But this merely serves to demonstrate that pilots aren't as free as bus drivers.

There's nothing to stop an assassin from driving a van up to the White House fence, swinging the tail-gate

open, and opening fire with a bazooka. The point is that it is absurd to restrict flying over the nation's capitol using security as the excuse.

This is just one of many spots where the flying family is denied the same rights and privileges as the auto-riding family. Regulations forbid landing an airplane in most of the national parks. Many hundreds of miles of beaches are off limits.

Suppose you're in Houston and you want to fly down to Brownsville. You'd like to follow the coastline—makes navigation easy and the scenery is interesting.

But a series of prohibited areas makes that impossible. You'll have to detour inland. You can't fly along Padre Island which Texans hope to develop into a great tourist attraction.

Another coastline you can't fly without getting into serious trouble is the stretch between Pensacola and Panama City, Florida. This whole area is blanketed with restricted and prohibited zones, leaving a roundabout route for all private and commercial air traffic. The inland detour is one-third longer than the direct, scenic route.

Air Curtains

In other sections of the country, the air curtains stand as exasperating obstacles which deter maximum use of the airplane—preventing direct, straight-as-the-crow-flies trips between major cities. An example is Restricted Area Number 109, smack in the middle of the busy Midwest. It fills a big triangle between Columbus, Dayton, and Portsmouth, Ohio.

Above Austin, Texas, Restricted Areas 219 and 343 stretch 40 miles from North to South and 35 miles from East to West. Restricted Area 284 blocks direct flight between San Francisco and Monterey, California.

Three big restricted areas around Lake Michigan lie across the direct air route between Detroit and Duluth. Ironically, there are 13 different restricted areas within a 50 mile radius of Kitty Hawk, North Carolina, where the Wright Brothers made their first flight.

The Aircraft Owners and Pilots Association reports that during the past 10 years, restricted airspace has increased from 58,000 to more than 116,000 square miles.

These are but a few samples. No matter where you live, you may be affected. And, if you're interested in the eco-



Editor H. M. Conway, Jr., is well qualified to write about air travel, as he began flying in 1940 and frequently pilots his company airplane on business trips. He authored "Principles of High Speed Flight," a text on supersonic aerodynamics and jet propulsion, and during World War II he served as a Navy engineering officer, responsible for tests of experimental aircraft. He also for two years served as assistant to the director of the National Advisory Committee for Aeronautics in Washington.

SKY ROADBLOCKS

nomic future of your community, you'd better investigate.

It is important, however, that this matter be handled intelligently. Some restricted areas are undoubtedly justified.

Nobody wants to fly over Cape Canaveral while rockets are being launched. We must have special areas for certain types of jet training and other essential military maneuvers.

What we need—urgently—is a complete, objective review of *all* airspace reservations. There are numerous complaints that restricted areas created during World War II are still in force, although the restrictions are no longer justifiable. Certainly, many of these off-limits signs can be eliminated.

Also, we need a systematic program of moving to remote sections of the country activities which require aerial roadblocks. It is absurd to continue carrying on military maneuvers and hazardous testing adjacent to the airways leading to our major cities. The recent series of tragic mid-air collisions emphasize this need.

Moreover, we need to look into the procedures by which restrictions on air transit may be established. There's a strong suspicion that the present process leaves much to be desired.

According to the Civil Aeronautics Act of 1938 there exists "a public right of freedom of transit in air commerce through the navigable airspace of the United States." That's the kind of law Americans want and believe in. It declares freedom.

But this law is rather meaningless if a few officials in Washington can mark off huge areas and declare that the law doesn't apply in them. Further, the democratic processes can't function if freedoms are taken away without those affected knowing of it.

Hearings Needed

We need to require public hearings in the *areas affected* before areas are restricted to air travel. And we need to inform the public of the significance of such proceedings.

In fact, all community leaders need to be better informed about the use of their airspace. In many sections, community planning is entirely two-dimensional. Some local officials are guilty of horse-and-buggy thinking in the midst of the rocket age.

Airspace restrictions are not the only roadblocks found in the sky. For example, the Dallas-Fort Worth Chart is



**"Standout
Spot..."**

for your new plant—in B&O's Land of Big Opportunity. Follow the lead of "standout" industries, *Plan with a B&O man!*

PHONE OR WRITE:

T. G. GORDON, Industrial Agent
BALTIMORE 1—LEXington 9-0400

G. E. FERENCE, Industrial Development Agt.
NEW YORK 4—Digby 4-1600

A. C. TODD, Industrial Agent
CINCINNATI 2—DUNbar 1-2900

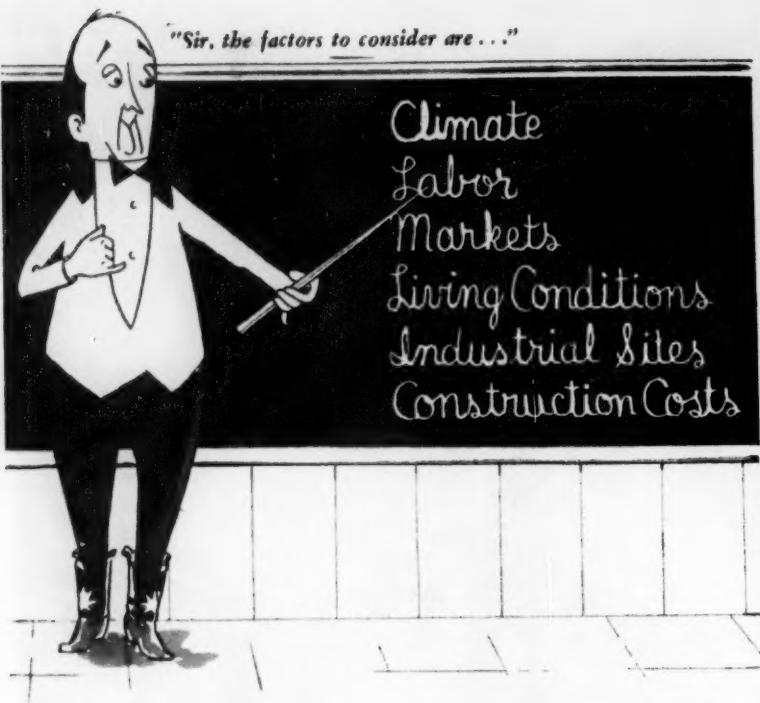
FIELDING H. LEWIS, Industrial Agent
PITTSBURGH 22—COURt 1-6220

W. F. OLIVER, Industrial Agent
CHICAGO 7—WAbash 2-2211



BALTIMORE & OHIO RAILROAD

Constantly doing things—better!



May we furnish facts about this proven industrial area?

SCORES of new industries are thriving here in the healthful industrial atmosphere of spacious, fast-growing West Texas.

Let us tell you why. In addition, we will prepare confidential market research studies, site analysis facts, regional data, and other requested material — all tailored to your individual requirements.

The Center of the Southwest possesses the basic industrial advantages, plus average 76.1 climate for year-round operations — contented employees with comfortable living conditions — surrounded by a market of 17 million people

space for rapid expansion . . . and a warm Texas welcome.

*Write today for human and physical resources data.
Public Service Department,
West Texas Utilities Co.,
Abilene, Texas*



CENTER OF THE SOUTHWEST

Serving Electric Energy

from the Red River to the Rio Grande

**West Texas Utilities
Company**

SKY ROADBLOCKS

happily free of prohibited areas, but there are half-a-dozen big TV and radio towers rising as a threat to navigation in the area. One structure towers 2,349 feet above sea level, more than 1,800 feet above nearby Love Field.

Some communities have already learned that there is a heavy price to pay for allowing roadblocks to be placed in their skies. For example, one city permitted a new chimney to be located in a runway approach zone. This required that the "instruments limits" of their airport had to be raised, meaning that in marginal weather the airport cannot be used.

Maybe most communities don't know it yet, but these things have important economic repercussions. For the company airplane is fast becoming standard equipment throughout American industry.

Already, there are more than 26,000 business airplanes in use. Last year this business fleet logged a million more miles than all the nation's airlines combined!

One of the important uses of these company airplanes is looking for sites for new manufacturing plants, warehouses, and distributing facilities. Your airport and its approaches may have an important influence on those who are looking at your community as a possible location.

It's no exaggeration, therefore, to state that roadblocks in the sky are everybody's business. Those who face up to the problem now will be best equipped to grasp the opportunities of the future.

Site Selection Study Is IIT Grad Course

CHICAGO. A new graduate course covering site selection has been established at the Illinois Institute of Technology.

The course is described as: "A study of the factors influencing industrial location and site selection; location patterns, trends in economic growth, and the influence of public policy on industrial location; transportation and processing costs, market areas, land use competition, and the effects of technological changes on plant location."

Textbook used is "Location and Space Economy" by Walter Isard. The course is taught by Professor Kilbridge, head of the department of industrial engineering at IIT.

SHOULD YOU EXPAND NOW?

Whether this is a good time to invest in new facilities depends upon your ability to reduce unit production costs by capital expenditure. That's the essence of a statement by an analyst who defines a growth company as "one in which a long term increase in sales is accompanied by a long term decrease, or a stabilization, in the unit costs of production."

By Dr. Pierre Rinfret

NEW YORK. It is necessary to begin with a definition of terms. What are actual profits? What is the current level of profits? The answer to both these questions is that no one really knows for sure. The statistics leave much to be desired. They are one of the most frequently and most substantially revised economic series.

There is no consistent set of profits figures available today that permits one to compare pre-1954 with post-1954 corporate profits. Why?—because there have occurred substantial changes in accounting procedures since the Internal Revenue Code of 1954 was written.

Three major changes in accounting procedures have occurred since 1954; first, corporations may now take depreciation on a more rapid basis in the early years of an asset than heretofore;

second, research and development expenditures may be more frequently written off as a current expense than they were before 1954; and third, more corporations are switching to Lifo evaluation on inventories which has the tendency to eliminate inventory profits in a period of rising prices.

All these accounting changes have the tendency to lower the reported profits figures. For this reason the aggregate profit figures and individual company profit figures are becoming more incomparable as time goes by. There is a partial solution to the problem of the measurement of corporate profits, however, and that is through the use of the cash flow which is defined as retained earnings plus depreciation.

In order to evaluate the profitability of capital expenditures, therefore, it is

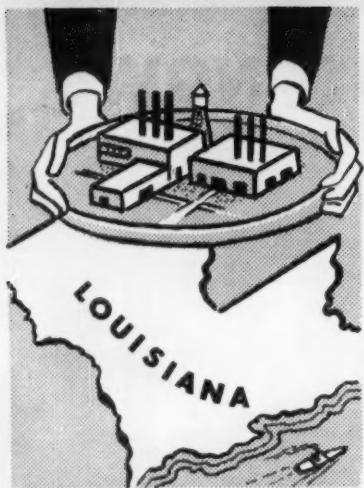
vital to make sure that you are using comparable profits statistics. If you don't you may be deceived by your calculated unit costs of production which, of course, have a vital bearing on profits.

This brings me to my second point; the labor unit costs of production. I define the labor unit costs of production as the total costs of labor, compensation (direct labor costs plus the so-called fringe benefits including social security payments) necessary to produce one unit of output.

If you look at the record, you will find that these labor unit costs of production have been increasing steadily since the early 1930s. In the postwar period, labor unit costs of production have risen at about 3.5 percent a year. What is vital is that in the past ten years the labor unit costs of produc-



THE PLACE FOR YOUR PLANT



LOUISIANA'S ADVANTAGES:

Ample Labor Supply • Low Power and Fuel Cost • Ideal Year-round Climate • Economical Water Transportation • Rail and Air Terminals • Deepwater Seaports • Unlimited Water Supply.

OVER 50 PLANNED COMMUNITIES OFFER FINANCING AND ASSISTANCE TO NEW INDUSTRY.

An abundance of raw materials—
SALT, SULPHUR, OIL, LIME
STONE, NATURAL GAS & TIMBER—all contribute to Louisiana's unparalleled growth.

FOR MORE INFORMATION ON ADVANTAGES OF LOCATING YOUR PLANT IN LOUISIANA, WRITE:

CURT SIEGELIN,
Exec. Director,
Department of
Commerce & Industry

P.O. Box 4185 • Capitol Station
Baton Rouge 4, La.

EXPAND NOW?

tion have been rising at a faster rate than the prices of industrial products. Is it any wonder that profit margins have decreased?

I have said that labor unit costs of production have been rising faster than prices. Well, of course, the next question is are there any industries whose unit costs of production have not been increasing? There are two that stand out. The first one is the investor-owned electric utility industry and the second is the utility communication industry.

For example, in the investor-owned electric utility industry, total operating expenditures *increased* sixty percent from 1947 to 1955, but operating expenditures per kilowatt hour *decreased* about thirteen percent. The investor-owned electric utility industry has had declining unit costs of production. The record for the communication industry is similar.

These two industries are not the only ones that have a declining unit cost of production. There are other growth industries that have a similar record. This brings me to our definition of a growth industry. To paraphrase Mark Twain: "everyone talks about a growth industry, but no one defines it." Well, I would like to define a growth industry (or company) with a fairly rigid set of terms.

A growth industry, or a growth company, is one in which a long term increase in sales is accompanied by a

long term decrease, or a stabilization, in the unit costs of production. Such an industry will have a rising profit margin. This brings me to the crux of my speech; is now a good time to make capital expenditures?

The answer depends upon many things obviously. There are all forms of managerial decisions that must be made it is true, and therefore one may ask what can an economist offer as an answer?

First, let me make the point that if we have learned anything from 1957 it is that this American economy still fluctuates and fluctuates sharply. The significant thing is that we are likely to fluctuate *more* in the future than we have in the past twelve years.

With this background is now a good time for spending on plant and equipment? Yes, if the unit costs of production can be decreased or prevented from rising by the capital expenditure. Yes, if you are in a cyclically depressed industry and the chances for an upturn are good, and by making the expenditure you can lower or stabilize your unit costs of production. Yes, for modernization and replacement to lower or stabilize the unit costs of production. No, for expenditures that will raise the unit costs of production and result in additional excess capacity.*

* Summary of a talk by Dr. Pierre A. Rinfrat, vice president of Lionel D. Edie & Company, Inc., before the Industrial Location Conference of the American Management Association recently in New York City.

ATLANTA. How would you like to be faced—the next time you decide to buy some acreage for a plant site—with the problem of figuring your costs on the basis of 16 to 32 cents a square yard?

That's just what would happen if you were buying a parcel of land in the Industrial Zone of Sassari-Porto Torres on the island of Sardinia.

This interesting fact was reported at the recent annual meeting in Atlanta of the American Industrial Development Council by Frank E. Marsh, executive vice president and general manager of the San Francisco Bay Area Council.

Mr. Marsh, who was a member of the United States Trade Mission to Southern Italy, said that the Sardinian park "compares favorably with many similar industrial districts in this country and is rapidly becoming a great industrial center." Thus, it seems, the procedures of selling lots in the district by the yard seems not to be hampering the area's development.

Mr. Marsh said that management of the 1,000-acre zone (figure that out at 16 cents a square yard) proposes to encourage, within the scope of the regional political economy, the development of industrial and commercial activities by means of the predisposition of the building areas—of the connecting highways, railroads, electrical facilities, telephone and water systems, and of all the other services which can encourage the development of the economic activities.



Gathered for a discussion of industrial development from the railroad point of view are (left to right) F. E. Wolff, Canadian Pacific Railroad, F. B. Stratton, Western Pacific Railroad, E. E. Exxon, New York Central Railroad, L. B. Horton, Chicago, Milwaukee, St. Paul and Pacific Railroad and J. W. Ewalt, Pennsylvania Railroad.

RAIL MEN PROBE SITE METHODS

Railroad development specialists are not resting on their laurels. Their annual get-together provoked detailed discussion of improved plant location techniques. Receiving special attention was aerial mapping and survey methods.

CINCINNATI. The industrial development departments of the nation's main line railroads have been in plant location much longer and on a broader scale than any other group. But they're not satisfied.

That was brought out at the forty-ninth annual meeting of the American Railway Development Association which was held here recently. Throughout the three-day meeting, discussion centered on techniques for giving you, the site-seeker, better advice and service.

Professional plant location men gave detailed consideration to community planning programs for setting aside good industrial land for your future use. And they went deeply into site selection methods.

For example, ARDA members heard a comprehensive report on aerial survey techniques from William J. Dimond, president of Aerial Map Serv-

ice Company, Pittsburgh. Here are some excerpts from Mr. Dimond's statement:

"Recently, we were asked by the Pittsburgh Coke and Chemical Company to assist in a program to determine the location of a possible plant site and also to determine whether or not limestone deposits could be stripped and what the overburden ratio would be per ton of limestone mined.

"First, it was necessary to fly and photograph an area of approximately 300 square miles for reconnaissance type of investigation. At the same time, there were six potential plant sites and each of these plant sites were flown at a low altitude.

"The first requirement was to establish the top of the limestone. It was necessary to know the exact location of the limestone in order to determine the outcrop. All known drill hole records, mine maps, geological portfolios

Accepted by Industry

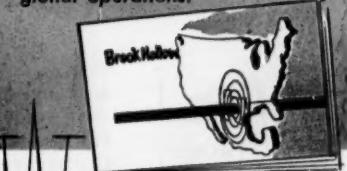
Dallas' Brook Hollow

INDUSTRIAL DISTRICT

A little more than three years ago the first firms began operations in Brook Hollow. Now the number that have chosen sites in Brook Hollow has passed 125. Buildings occupied or under construction total over 3,000,000 square feet of floor space.

Firms in Brook Hollow share one thing in common—SUCCESS. Their success story is the talk of America. Brook Hollow's PLANNED advantages have won enthusiastic acceptance as the nation's outstanding opportunity in site selection.

Write today for our beautifully multicolored brochure. Examine the opportunities Brook Hollow offers YOUR Southwestern regional operations.



indisor
properties, inc.

a plot of land, a parker pen, a chevrolet... and thou



JANESVILLE, WISCONSIN

That poetic headline tells quite a story. Wisconsin, you see, isn't just a state. It's a way of life. Our people live close to the soil. They're smart, stable, full of pride in jobs well done.

You'll find no time clocks, for instance, in the Parker plant in Janesville, home of the world-famed Parker Pen. "Wisconsin people are our most important asset," says President Bruce Jeffris. "Our employees are intelligent, hard working, reliable."

Across town you'll see other Janesville folks turning out almost a thousand fast-selling Chevrolets a day in the General Motors plant. As GM Vice-President Edward N. Cole says: "Good people, of course, can make all the difference in the world between just satisfactory products and really superior ones. We are proud of the stability of employment and the excellent caliber of employees in Janesville's Chevrolet and Fisher Body plants — things which are reflected in the superior workmanship on the Chevrolet products manufactured here."

What No. 1-quality people have done for Parker Pen and GM in Janesville they can do for "thou" — anywhere in Wisconsin. Because, throughout Wisconsin, people are making a difference — in products... and in profits.



For a new Fact Book that supplies details and statistics on the Wisconsin way of life that can mean industrial development opportunities for you, write Robert Koob in the Governor's Office, Madison.

Division of Industrial Development
Governor's Office — Madison 2, Wisconsin



SITE METHODS

were obtained.

"In addition to these, a field examination was undertaken to annotate on enlarged photographs, all of the visible geological information that had a significant relationship with the limestone. It was found that in the 1800's, a very low-grade iron ore deposit was stripped. Fortunately, this iron ore deposit was on top of the limestone in this area. While the stripping of the ore did not exceed a depth of more than 25-feet and was done more than fifty years before, it was possible to assign precise map positions by coordinates and also determine elevations within plus or minus 5-feet along this stripped area.

"Where it was possible to recover drill hole positions, they were located on the photography and assigned specific coordinate positions on the map. Once the surface elevation is determined and the depth of the hole is known, it is possible to chart the top of the limestone. The contours of the top of the limestone bed were drawn and where these lines intersect the surface, the outcrop line is indicated. It was then possible to determine the overburden ratio by drawing cover lines at a height of 40, 80 and 100-feet above the top of the limestone.

"The overburden ratio was then established. This particular investigation is still in process and the site maps are under consideration at this time. This preliminary investigation was directed to determine the economical feasibility of strip mining the limestone, the determination of the possibilities of future deep mining of limestone and the location of plant facilities, rail, river and highway transportation. In addition, it was possible to locate the nearest utilities on this particular project.

"The aerial photography was very helpful for the location and determination of properties. By having photography on hand when interviewing the property owner, it is possible for the property owner to define his idea of where his property is located. It is much easier for him to orient and locate his property on an aerial photograph than it is on a map. In addition to the location of the properties, a planimetric map can be made in order that all visible evidence which is normally located by a transit and tape survey can be located and plotted in its correct mathematical position.

"This can be done quickly and economically. By comparing the visible evidence to the deeds, it is possible to

SITE METHODS

determine the errors in the deeds and correct them, assign proper acreages and position to the individual properties and leases.

"An example of the use of aerial photography in conjunction with plant development was demonstrated at the Fairless Works at Morristown, New Jersey. An area of approximately 30 square miles was photographed in order to give an overall picture of the proposed plant site area. A mosaic was made to show this information on a large panel.

"A model of the proposed plant was made, photographed and mosaiced into the aerial photography in order to give a picture of the way the facility would look upon completion. This panel was enlarged to approximately 10' x 30' and used as a backdrop at the speakers' table at the ground-breaking ceremonies and for a display at Wannamaker's Department Store in Philadelphia. This map was also used by the Real Estate Agents to define particular tracts and properties and also used throughout the job as an index map, which was a part of all progress reports.

"A contour map at a scale of 1" equals 100' with 2' contours was drawn of the entire plant site area. From this, quantities were determined and the facility was designed. During construction, progress pictures were taken at each report period to give a complete documentary record. In addition to the main plant site, there was additional area around the plant which was to be developed into industrial sites. In order to obtain fill to establish the grade in the plant area, borrow pits were made in these industrial sites. After the plant was completed, it was necessary to remap these industrial sites to determine the amount of backfill necessary to establish proper grade for the development of the industrial site area."

Steel Prexy Heads Texas Commission

AUSTIN. Chairman of the new Texas Industrial Commission is E. B. (Gene) Germany, president of Lone Star Steel Company.

Other members of the Commission are A. G. McNeese, Jr., of Houston, vice chairman; George Hinson of Mineola, secretary-treasurer; Chester C. Wine of Laredo, and Houston Harte of San Angelo.

SOILS AND FOUNDATION

Site Investigations

Reconnaissance Soils Surveys
for Preliminary Site Comparison

* * *

Complete Soils and Foundation
Studies for Plant Sites

* * *

Test Borings, Laboratory Analysis,
and Engineering Analysis

* * *

Design — Analysis — Control —
Inspection for Foundations
and Earthwork
for

PLANTS—DAMS—ROADS

* * *

GREER ENGINEERING ASSOCIATES

98 Greenwood Avenue, Montclair, N. J.
and

GREER-JEWELL & ASSOCIATES

195 Chittenden Ave., Columbus, Ohio

community resource
surveys available

Manpower Materials Markets

For Community surveys, including available plant locations, write Industrial Development Department, Box 2447, Jackson, Mississippi. All inquiries confidential — and without obligation — of course.

Mississippi Valley Gas Company

JACKSON, MISSISSIPPI



PUGET SOUND POWER & LIGHT COMPANY

860 Stuart Bldg.

Seattle 1, Wash.

EDUCATIONAL FILM

EDUCATIONAL FILM

EDUCATIONAL FILM

"This film is a most valuable aid to our field representatives working on this program."

George I. Whittatch,
Exec. Director,
Tennessee Industrial
and Agricultural
Development Commission



"I personally believe you people did a good job in getting across the many sides connected with industrial development."

Pete Kelley, Director,
Nevada Dept. of
Industrial Development



a gold mine in "GOLD MINE"



"...extremely helpful in discussing with communities what they need to do to improve their situation for future economic development."

Richard M. Kinne,
Industrial Director,
Missouri Division of
Resources and
Development



"The acclaim has been excellent . . . in fact, the demand (for the film) is so great that it is difficult to keep it on schedule."

Walter Cates,
Exec. Vice President,
Georgia State
Chamber of Commerce

Reproduced on this page are comments from only a few of the many enthusiastic letters we have received from purchasers of **GOLD MINE ON MAIN STREET**, the first full-color, documentary motion picture produced to aid the industrial developer.

The price of this 25 minute, 16 mm film is low enough for even the most modest budget. Only \$250—and there is a provision for your own organization's name at the beginning, also in color, at a small additional cost if you wish. "Gold Mine" is cleared for television, too. Write today for full information on this new and effective tool for dramatizing the great benefits to be gained through industrial development.

INDUSTRIAL SOUND FILMS, INC.

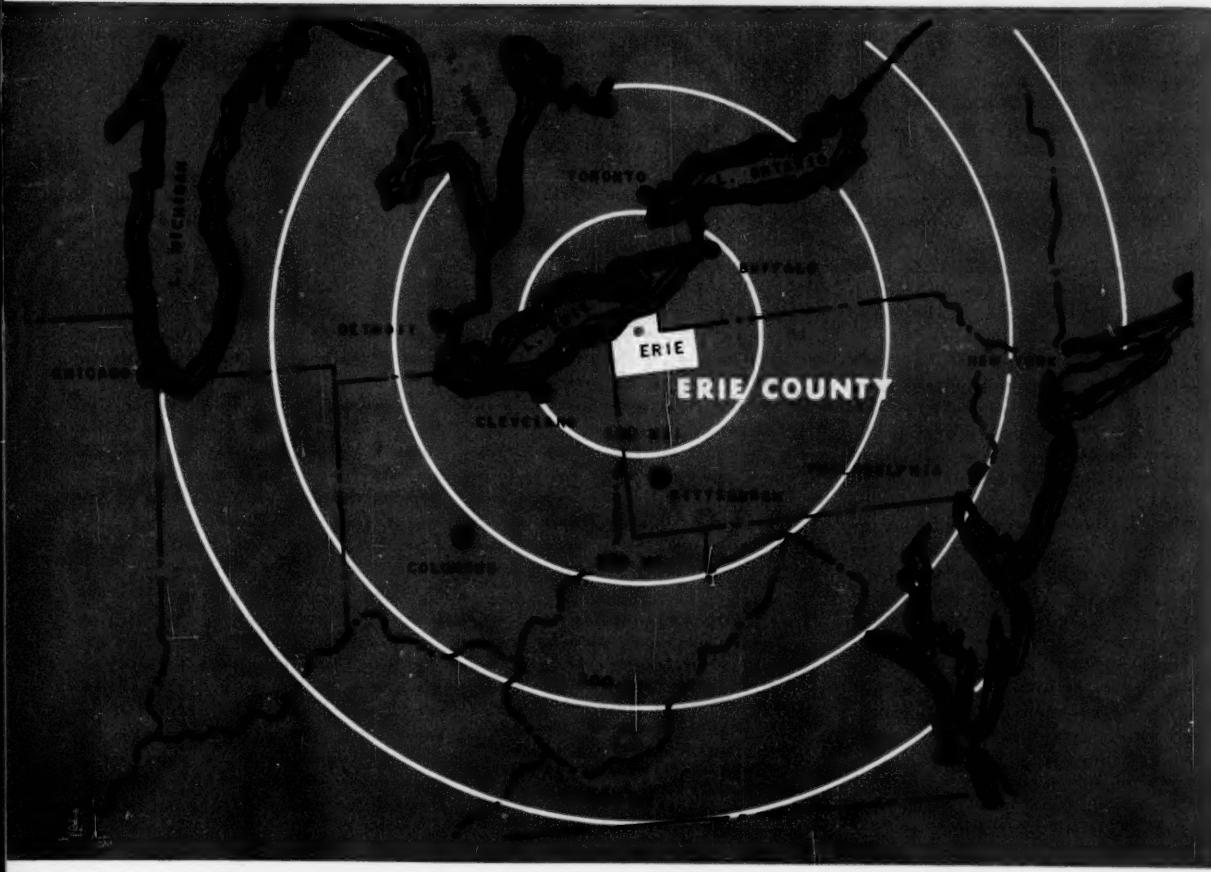
Conway Building • North Atlanta 19, Georgia
Offices and representatives in principal cities

AN AREA SURVEY by *Industrial Development*
and manufacturers record

THE NATIONAL GUIDE TO INDUSTRIAL PLANNING AND EXPANSION

ERIE COUNTY PENNSYLVANIA

In years past, Erie County has had its light somewhat hidden under the proverbial bushel. Now, however, under the impetus of its new development program, the area's geographic location and transportation advantages are being spotlighted to reveal its big growth potential. Its future, therefore, is well worth watching.



ERIE COUNTY

a new look . . . a new determination

ERIE, PA. It's not often that you find an area that appears to have been undersold by its boosters. But, that seems to be the case in Pennsylvania's most northwestern county.

Statistics don't show the industrial strength of this area in true light. And, the amenities of living have not had the publicity they deserve. Apparently the solid citizens of the area have been so busy enjoying their lot that they haven't tried very hard to make converts elsewhere.

At any rate, that's a thing of the past. From now on, you're going to hear a lot about Erie County. And, you're going to be impressed.

The groundwork already has been laid for a sound development program. The area has been researched by a leading engineering consulting firm, a fine industrial park has been launched, and a county-wide planning program is underway.

More business executives, like your ID reporter, are going to fly in to have a look at what this spot has to offer the site-seeking firm. When you do, here are a few of the things you will find:

From the moment you land, you'll note the signs of progress. There's a new airport terminal building almost ready for occupancy. Surfacing equipment can be seen at work on new taxeways and runways.

The ride into town from the airport is impressive. Most cities bring you

in through the "back door," past miles of old industrial areas or slums. But, if you take the drive east along Sixth Street here you'll see one of the most beautifully-kept areas anywhere. The lawns appear to have been manicured, flowers bloom in profusion, and each home owner seems determined to outdo his neighbor in maintaining a neat, trim exterior.

Downtown, you see clean streets, nicely-furnished public buildings, and a central park dotted with magnificent trees. You add it up and say to yourself, "This looks like a healthy community."

Of course, you're not going to make any plant location decisions on the basis of such superficial impressions. You want to know a lot more about Erie and Erie County.

An excellent starting point in your survey is the study made last year for the Erie Board of County Commissioners by Booz, Allen & Hamilton, the well-known New York management consultants. This fine study provides an

objective review of the attractions of the area for various types of industrial activities.

Foremost among the factors you'll want to study is the combination of geographic location and transportation facilities. Unquestionably, Erie County offers unusually good accessibility to major markets.

Generally speaking, a study of Erie County shows that the area's advantages to industry may be broken down into six broad factors.

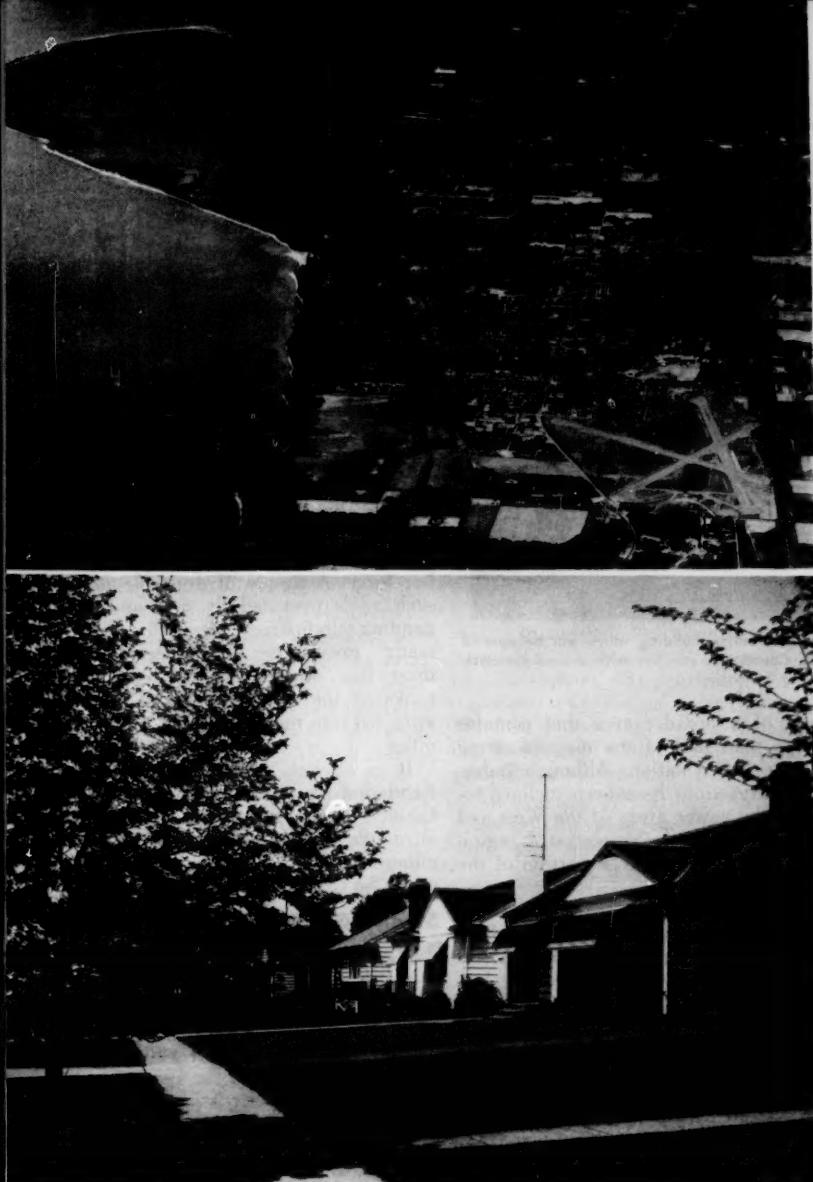
First, it is well located for foreign trade, possessing the direct outlet through the Port of Erie to the Great Lakes and St. Lawrence Seaway and having ready access to major Atlantic ports.

Transportation facilities connecting the county with other sections of the country by rail, highway, seaway, and air, are for the most part very good. Serving the area are trunklines of five major railroads—Bessemer and Lake Erie, Erie, New York Central, Nickel Plate, and the Pennsylvania.

Slated for completion in 1960, the thruway presently under construction will complete a direct limited access highway from New York to Chicago, when it is hooked up with Ohio Turnpike 2, which should be finished at the same time. Already approved by the Federal Government are plans for a north-south thruway, which will pass through the central part of the county,

ID AREA SERIES

The accompanying editorial survey of plant location factors in Erie County, Pennsylvania, was conducted under auspices of the Erie County Industrial Development Council. Reprints are available from the Council at 134 West 10th Street, Erie, Pennsylvania.



A pilot's view of the City of Erie shows the airport in the lower right hand corner and to the left is the famous state park, Presque Isle, which extends out into Lake Erie for 7 miles.

Well kept homes and lawns are the pride of the citizenry and every community in Erie County. The visitor is impressed at once by the neat, manicured look of such residential sections as that shown here.

and provide Erie with direct highway facilities to Pittsburgh. Construction of this highway should be completed within five years.

Twenty-eight truck lines provide service for Erie County shippers. One such company which has earned a reputation for providing exceptional service is the Eagle Trucking Company, which serves four of the five railroads. In addition, the company operates a public storage warehouse.

In all, there are five large public warehouses and several smaller ones. The largest warehouse in the Duquesne Warehouse, which was just acquired by the City of Erie. When in operation, 80 thousand square feet of space will be

available to truck, railroad, and seaway traffic.

The service provided by Erie's four airlines, as noted in the discussion on the Erie Industrial Park, is adequate, and improvements are regularly being made.

At present Erie handles a substantial amount of sea traffic, and when the St. Lawrence Waterway is completed, the volume will be increased.

The second factor is the favorable labor picture which is treated at length elsewhere in this report.

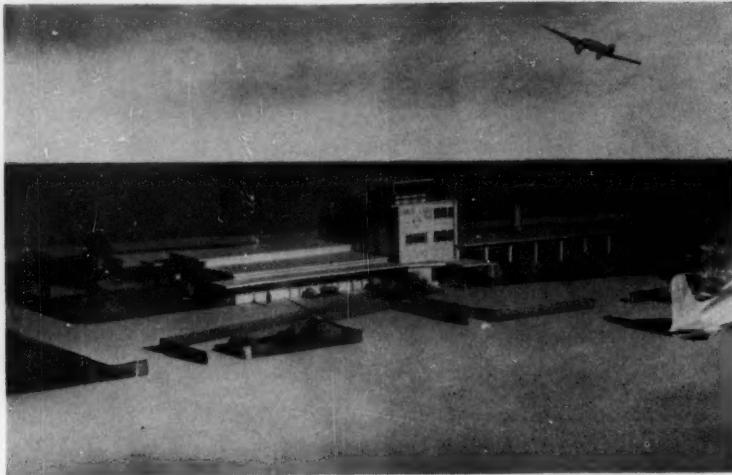
Third on the list are the progressive zoning ordinances, protecting both residential and industrial properties, which exist in the City of Erie and in

many other towns throughout the county.

Next is the attitude of state and local governments, existing industry, civic and trade organizations, and citizens of the county. They all are warming to the need for continued industrialization.

For example, the attitude of the state government is exemplified in two major acts to further industrial development, which were passed in 1956, and the State Department of Commerce recently initiated an intensive industrial development program of its own.

The fifth important advantage is that Erie County has recreational and cultural advantages superior to those in



An architect's sketch shows the Port Erie Airport administration building which will be opened in September of this year. The airport serves Erie County communities with around-the-clock commercial flights provided by four airlines.

most areas of the state. Offering outstanding opportunities for summer recreation and sport in the Presque Isle resort. Both spectator and participant sporting activities are plentiful in the county, and nearby to the Southeast are the well-known hunting and fishing regions of Pennsylvania.

To meet growing educational demands, schools are continually being built, expanded or remodeled. Over-all educational planning in the county is highly progressive and is overcoming obstacles which are experienced by many school districts in all parts of the nation.

In the cultural picture Erie County enjoys close proximity to major cities where highly developed recreational and cultural activities can be found. And, churches, libraries and hospitals at various points in the county adequately meet requirements.

Six on the advantage list is the diversity of existing industry. This diversity provides a community of industry in which other companies can become readily adaptable. Since industry breeds industry, the successful companies of a variety of types in the county are perhaps the best indicators to outsiders of the area's desirability.

The county, as a part of Pennsylvania, is located in the Middle Atlantic Region. But, by being the westernmost boundary of the state and adjacent to the East North Central Region, it is as close to one as to the other.

Thus, the county is in the heartland of the United States industry and is

part of a broader area that contains more than half of the manufacturing of the entire nation. Although industrial migrations have been inclined toward the newer areas of the West and South, this older, concentrated region is still retaining a large portion of the total.

It is interesting to note that while the rate of industrial growth in Erie County has been low by comparison with most other sections of the country, the area has been highly industrialized for many years and contains a large amount of established industry. Therefore, the relatively low rate of growth applied to the existing base still renders a substantial, quantitative acquisition of industrial expansion.

Thus, even though Erie County is one of the older areas that are not receiving the attention that is being devoted to some of the newer frontiers of industry, the area still may be regarded somewhat as a "sleeping giant" that has but to flex its well-steled muscles to launch a new era of renewed growth.

The strength of existing industry is one of the leading factors in attracting more industry to come in. Actually, just since the county's recent redoubled efforts to publicize its advantages, enough new enterprises have come in to help start the ball rolling and to overcome some of the inertia that had existed previously.

In Erie County approximately 80 per cent of the workers are native born and they have an excellent labor relations record.

During the past decade industrial employment in the county has undergone moderate change resulting from migrations and other developments, but there has been little over-all change in the total number of employed persons.

From the standpoint of industrial growth, therefore, the county's position is significant.

In addition to the large number of skilled workers readily available, there are in the area persons working in marginal jobs who would readily change to better industrial work if it were available. Also, there are many women not actively seeking jobs and who are not considered part of the labor force. A supply of desirable jobs, such as is provided by new and expanding industries, generally finds many prospective employees from these two sources besides from the ranks of the unemployed and others attracted into the area by job opportunities.

It is obvious, then, that from the standpoint of available labor, the Erie County area currently is particularly attractive to any industrialist seeking either skilled labor or workers that may easily be trained in specific skills.

Steady Growth

Significant, too, in the labor picture is the fact that Erie County's population is growing steadily at a rate of approximately 12 per cent every 10 years.

The county population which was 219,388 at the time of the 1950 census grew to approximately 235,000 in 1956 and is projected to reach 245,000 by 1960. An accompanying table shows this growth pattern.

Thus, on the basis of this growth pattern, the decade to end in 1960 should see the addition of 10,600 persons to the labor force in the county. In the same period, within the broader labor-drawing area of a 25-mile radius from the center of the county an additional 4,000 persons will join the labor force.

Labor costs are generally in line with the national level but are significantly lower than those in most of the more highly developed surrounding areas.

The Booz Allen report listed the average hourly wage in the county at \$2.03 as of June, 1956, while the national average was \$1.97. Other comparisons listed included higher wages for selected neighboring areas ranging from \$2.05 for the State of Pennsylvania as a whole to \$2.07 in Philadel-

phia, \$2.27 in Buffalo, Toledo and Cleveland, and \$2.39 in Charleston, West Virginia.

Lower wages listed ranged from \$1.95 in the Utica-Rome area to \$1.69 in Lancaster and \$1.50 in the Wilkes-Barre Scranton area.

In the industrial development program, the county groups concerned have taken the attitude that no attempt should be made to attract industries into the area which pay wages significantly below the county pattern. They do not hesitate to point out that most of these industries today are dependent upon low wage areas in order to operate successfully and would meet with serious employment and economic difficulties in Erie County.

An unusual aspect of Erie County's industrial development program—and one which is of direct aid to the prospective plant builder—is that the county has spelled out in detail the types of industries best suited for the area.

As noted in the Booz, Allen & Hamilton report, "It is essential to have a knowledge of what types of industry are most adaptable to operating under the conditions offered by the county.

It is necessary at the outset to recognize that the county is not uniformly suitable to all types of industrial operations."

In the report, six location criteria were selected as the basis for evaluation of each industry. These criteria were determined by reviewing qualities identified in appraising the industrial potential of Erie County, taking into account that many conditions exist in the county which are more favorable to some types of industry than to others.

Industrial Criteria

The selected criteria for industries, set up to recognize clearly these distinguishing conditions and to provide a firm basis for differentiation, are (1) ability to meet the existing wage pattern, (2) predominantly employing women workers, (3) proximity to raw materials, (4) proximity to markets, (5) fitting or complementing the existing industrial pattern and (6) the growth rate of industry.

An example of the detail in which these criteria were analyzed may be seen in the study of wages.

Listing Erie County's average wage as of June, 1956, as \$2.03 an hour, the report reasoned that companies predominantly employing men should maintain an average of not less than 10 per cent below this amount.

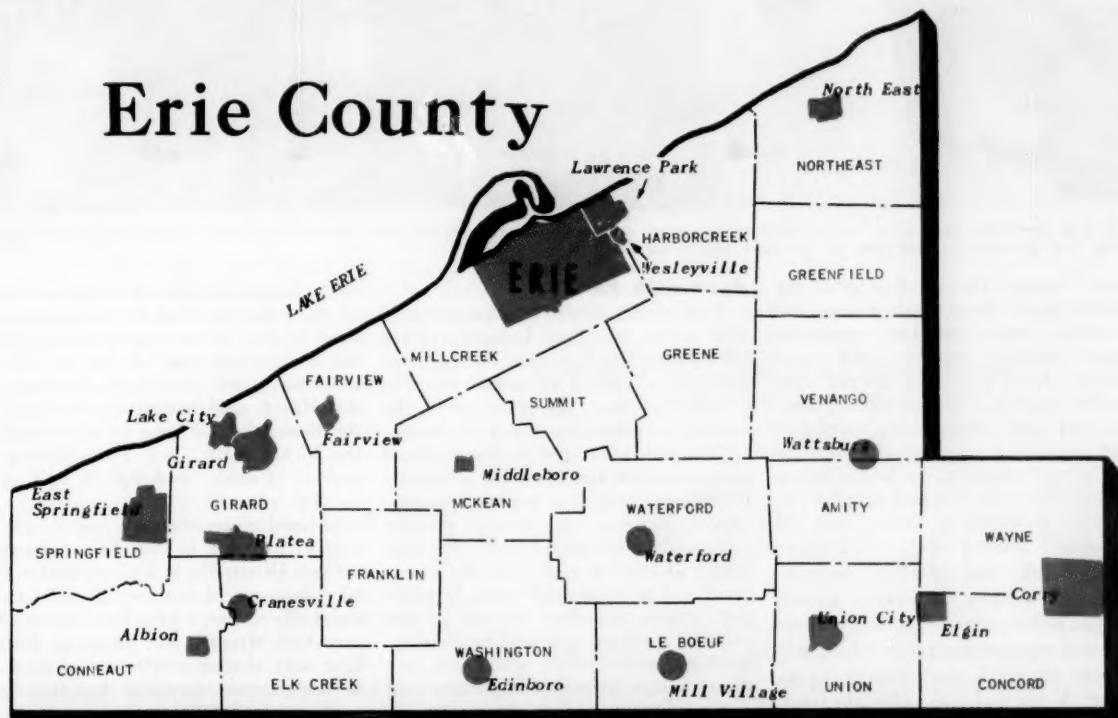
A qualifying minimum average wage for companies employing 70 per cent or more women was worked out on a weighted average using a women's wage figure of \$1.40 an hour. The qualifying minimum for women workers' industries on the basis of the weighted average was set at \$1.60 an hour.

Using this and the other five criteria, the study worked out three lists of industry types. The categories are: "First Priority for Solicitation," "Second Priority for Solicitation," and "Not Warranting Solicitation."

In the first group are listed 25 different types of industries which, the study showed, would find Erie County particularly advantageous from all standpoints such as labor supply, markets, transportation, raw materials, and so on.

On this list are drugs and medicines, electrometallurgical products, iron and

Erie County



It has long been recognized that the industrial heart of America lies in an ellipse circling New York and Chicago. Midway between these centers, with truly outstanding transportation services, lies Erie County, Pennsylvania, an area to watch.



Providing remarkable accessibility, the Erie Industrial Park covers an area of approximately 225 acres. The site of the park is largely undeveloped and open, with moderately rolling land. All necessary utilities are available.

steel forgings, tin can and other tinware; metal doors, sash frames and molding; screw machine products; steam engines, turbines and water wheels; diesel and other internal combustion engines; machine tools; pumps, air and gas compressors, conveyors and conveying equipment, industrial trucks and tractors, electronic equipment, wiring devices and supplies, recording instruments, power and distribution transformers; switchgear, switchboard, and industrial controls; electrical welding apparatus, electric lamps; radios, phonographs, television sets and equipment; radio tubes; telephone, telegraph and related equipment; X-ray and non-radio electronic tubes, instruments and other related products (except ophthalmic goods), and fabricated plastic products.

Accessible Park

Comprising an area of approximately 225 acres, the Erie Industrial Park offers complete facilities for development of a variety of industries. The possibilities here, therefore, merit the careful consideration of any site seeker.

The park is located in the southeast section of Erie and is readily accessible to highway, rail, ship and air transportation. Existing city streets provide reasonably direct access to the business center of Erie, as well as to the waterfront and to residential areas. In addition, streets bounding the site on the east and south are planned for development as arterial streets which will give direct access to major highways and also to the heart of the city.

Railroad transportation facilities available include the main line of the Pennsylvania Railroad's Northern Divi-

sion which bisects the site slightly south of its center line, and the classification yard of the Pennsylvania begins just outside the east line of the site. The line runs from the site to the city's waterfront and provides switching to the Bessemer and Lake Erie Railroad, the Nickel Plate (New York, Chicago and St. Louis), and the New York Central.

Located approximately eight miles west of the park is Port Erie Airport. A Class IV airport, it is served by Capital, Allegheny, Mohawk and Lakes Central Airline. Also, a growing number of executive aircraft are based at Port Erie, and charter service is available. A new airport terminal building is nearing completion.

The site of the park is moderately rolling land, largely undeveloped and open. Clearing of the wooded sections

of the area present no unusual problems. Although finished grading for individual sites is not being done in the general development of the park, general grading has been carried out in order to provide reasonably level industrial tracts in a variety of depths.

Internal streets have been designed to provide access to the arterial streets, as well as to other roads. Further, the plan is such that each industrial site within the park will be served by a street with an 80-foot right-of-way. All regulations in connection with these streets, the sidewalks and utility strips are designed for the protection of the tenants and also to maintain aesthetic appeal.

Adequate provision has been made for storm drainage and sanitary sewerage throughout the area. An extensive system of water distribution facilities also is being provided, and gas is available to any industry requiring it.

The electrical and telephone facilities are run on common pole lines within the industrial park. Power is furnished by the Pennsylvania Electric Company, while the phone service is provided by General Telephone Company of Pennsylvania.

The park is operated by the Greater Erie Industrial Development Corporation which was chartered August 27, 1956, as a Pennsylvania corporation.

Community Project

It is noteworthy that Erie Industrial Park is a community project in the purest sense. It has been planned, subjected to constructive criticism, financed and supported by the entire community.

This fact is of primary importance to the prospective plant builder, for it assures him that if he locates in the Erie Industrial Park he will be in an area where the population is predisposed to offer full cooperation for industrial growth and where good business citizens are welcome and stay welcome.

Ray E. Tanner, industrial manager of the Greater Erie Chamber of Commerce, is also manager of the industrial park.

According to Mr. Tanner, tenants of the park are protected by a comprehensive pattern of restrictive covenants. These zoning and other land use controls assure the industrialist that the investment he has made in plant and surrounding grounds will be protected against loss due to the intrusion of neighboring activities that might be

offensive for one or more of a number of reasons.

Following are some highlights of the type of restrictions that apply to the Erie Park.

The subject lands and any buildings or structures thereon shall be used or developed for operations normally incidental to the carrying on of the business . . . No use shall be carried on in such manner as shall be injurious or offensive to the occupants of adjacent premises by reason of the emission or creation of noise, vibration, smoke, dust or other particular matter, toxic and noxious materials, or odors, fire or explosive hazards, or glare or heat.

All buildings and other structures erected, placed or altered on the premises shall conform to the construction standards specified by the City of Erie Building Code in effect at the time of such construction and shall be in compliance with current regulations of agencies of the Commonwealth of Pennsylvania and Erie County having jurisdiction. It is noteworthy that all such buildings shall be non-combustible materials.

All hazardous operations shall be protected in accordance with the National Fire Codes as prepared by the National Fire Protection Association. No high-hazard occupancy as defined in the codes shall be closer than 100 feet to any property line.

No building or structure shall extend beyond specifically defined lines, leaving an area between the street and building lines which shall be used for open landscaped area . . . All landscaped areas as well as other parts of the subject lands shall be properly maintained thereafter in a sightly and well-kept condition.

Adequate provision shall be made on

the premises for off-street parking, loading and unloading of goods, wares or merchandise . . . Adequate provision shall be made on the premises for off-street parking of vehicles used in the business, operated on the premises and used by the management and employees of the said business. A comprehensive and specific table of requirements for off-street parking has been prepared to apply to various types of industries and businesses.

The Erie Industrial Development Corporation reserves the right to buy back sites on which no physical construction work has been started in a period of three years following the date of purchase. This buy-back option is exercisable within a 90-day period following the expiration of the three years. The re-purchase by the corporation shall be at the same price as that paid in the original sale and without payment by the corporation of any costs, expenses or interest incurred by the purchaser.

A detailed industrial park limited zoning district also has been worked out, listing specifically the types of enterprises permitted and the various regulations applicable to each.

The stated purpose of this is: "To provide a zoning district applicable to tracts of 20 acres or more in single ownership for which there exists a development plan and in which the predominant use will be industrial with provision for supporting accessory uses essential to the development of a well balanced and self-contained organized industrial district and to establish set backs that will insure effective buffer stripes to so enclose an industrial park limited zoning district that it may be operated without undue conflict of use with adjacent essentially residential

ERIE COUNTY POPULATION PROJECTION BY AGE GROUPS

Age Group	1930	1940	1950	Projected**	
				1960	
Under 15	51,527	43,471	58,520	66,000	
15-19	16,268	17,069	14,522	20,000	
20-24	13,744	16,402	16,517	20,000	
25-29	12,365	14,731	18,709	20,000	
30-34	12,739	13,141	17,919	17,000	
35-44	25,505	24,050	30,654	34,000	
Over 44	43,129	52,025	62,547	68,000	
Total Population .	175,277	180,889	219,388	245,000	

Source: *Bureau of the Census. **Booz - Allen & Hamilton.

ERIE COUNTY, PA.

areas."

The Pennsylvania Electric Company is equipped to supply any amount of electricity, single and three phase, 60 cycle service at desired voltage, that a plant should desire. General service rates are available on request from the company.

Electric power in the county is provided principally by steam-generating plants which burn coal. Coal is readily available from fields to the South, and power costs are reasonable. They are competitive with most areas in the nation which do not enjoy abundant power sources such as natural water power or indigenous fuel supplies.

Fuel costs are also moderate. Although not known to be located on oil, natural-gas or coal producing deposits, the County is adjacent to these sources. Coal is shipped by rail from nearby Pennsylvania and West Virginia fields at moderate transportation cost. Both natural gas and oil can be obtained from major pipelines passing through Pennsylvania.

The Pennsylvania Gas Company can supply natural and manufactured, or mixed, gas in any amount needed, in the Greater Erie area. The gas rating is 980 B. T. U.

In the northern sections of the County, unlimited supplies of water are available from Lake Erie. The Greater Erie area holds a reservoir capacity of 44,200,000 gallons, and an additional capacity of 800,000 gallons is planned. The normal pumping capacity is 60 million, and an average of 38,063,590 gallons is pumped in one day. The pressure minimum is 30 pounds; the maximum, 100 pounds.

The following analysis of Erie water was given by the Erie Department of Public Affairs:

(Results expressed in parts per million.)	
Total alkalinity	91.25
Calcium Carbonate	93.0
Magnesium Carbonate	21.0
Calcium Sulphate	18.0
Magnesium Sulphate	Trace
Sodium and Potassium Chlorides	20.0
Sodium and Potassium Sulphates	29.0
Total Solids	181.0
Total Hardness	124.07.3 Grs. per gallon

An idea of the extensive transportation facilities serving the Erie County area may be seen on this schematic drawing. It adds up to an impressive network of highway, rail, water and air facilities provided for the citizens and the industry of the area.

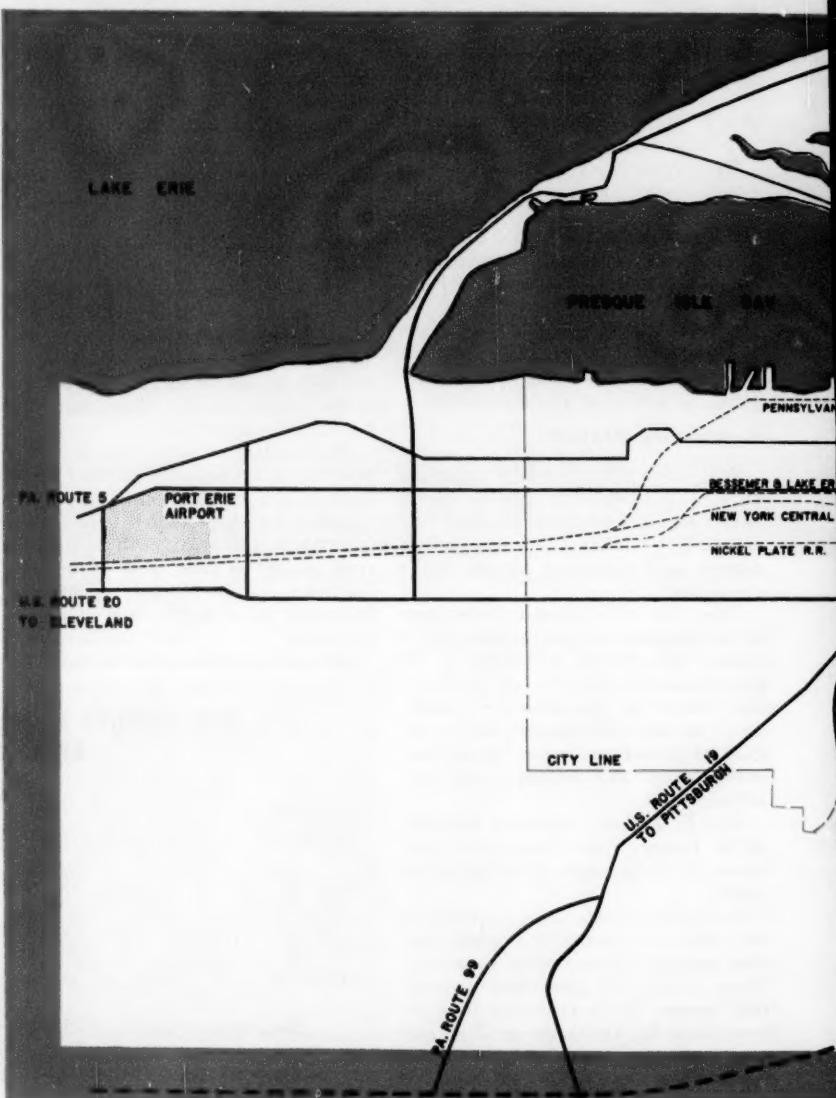
Weather statistics substantiate the fact that the climate of Erie County is generally comparable to other parts of the Great Lakes region and to the northern United States as a whole. The annual mean temperature is 48.3, with an average low temperature of 18.9 occurring in February. Since 1875, the record low and high have been minus 16 degrees and 99 degrees.

Erie enjoys an average of 202 days each year without rain. The annual mean rainfall is 37.9. Since the county is in the same ice-bound boat as other northern industrial areas during the winter, from an overall standpoint low winter temperatures do not present a

serious problem to industrial operations.

The safety of people and facilities in Erie County is adequately protected by fire and police units. In addition to municipal fire and police departments, a county sheriff's force, township patrolmen and state troopers cover the County. Since the County is less urbanized than many industrial areas, it naturally affords greater personal security for the individual.

Housing has been largely privately constructed and has been added gradually in accordance with population growth. Few Federal projects or apartment buildings have been built and



most housing is in single-dwelling units. Although little surplus housing exists at the present time, interviews with real estate men in the area indicate that supply is meeting the need and rents are generally low.

In 1950, almost 40,000 dwelling units were in existence. Since that time, approximately 7,000 have been added as estimated from building permits issued. This increase of 18.5 per cent is about twice the projected population growth for the same period. If this building rate were sustained, Erie's housing situation would be substantially improved in the next ten years.

Of the housing being constructed in

the area, most are for owner occupation. 70 per cent are estimated to be in the \$12 thousand to \$15 thousand class. There appears to be a need for more rental housing in the area, although the \$12 thousand to \$15 thousand price range is within reach of most workers in the County.

Construction costs vary widely depending upon the type of building undertaken. In Erie County, good plant construction of moderate size (10,000 square feet or over) runs from \$7 to \$10 per square foot. This includes construction of a complete brick building with concrete flooring, roof and wiring for lights. This cost is moderate

and competitive with most sections of the country.

Sanitation facilities are more than adequate in the City of Erie and are generally adequate in the smaller communities of the County. Septic tanks or private purification facilities would be required in some areas for plants disposing of large quantities of liquid wastes, as would be expected.

Erie has recently modernized its system with the addition of a new purification plant rendering 100 per cent treatment of wastes. Purified element, 95 per cent riden of solids and bacteria and odor-free, is dumped into Lake Erie. Sewage lines have a capacity of 75 million gallons daily, which is two and one half times actual requirements. The new treatment plant capacity is 45 million gallons daily, and one and one half times the present need. This system is adequate for many years to come.

To those plants requiring cool water in their manufacturing process, the county offers an ample supply. Temperature of ground water throughout the county is 45-50 degrees year round. Except on the operation of heat pumps, there are no requirements for recharging of water. In addition, there are many artesian wells in the County.

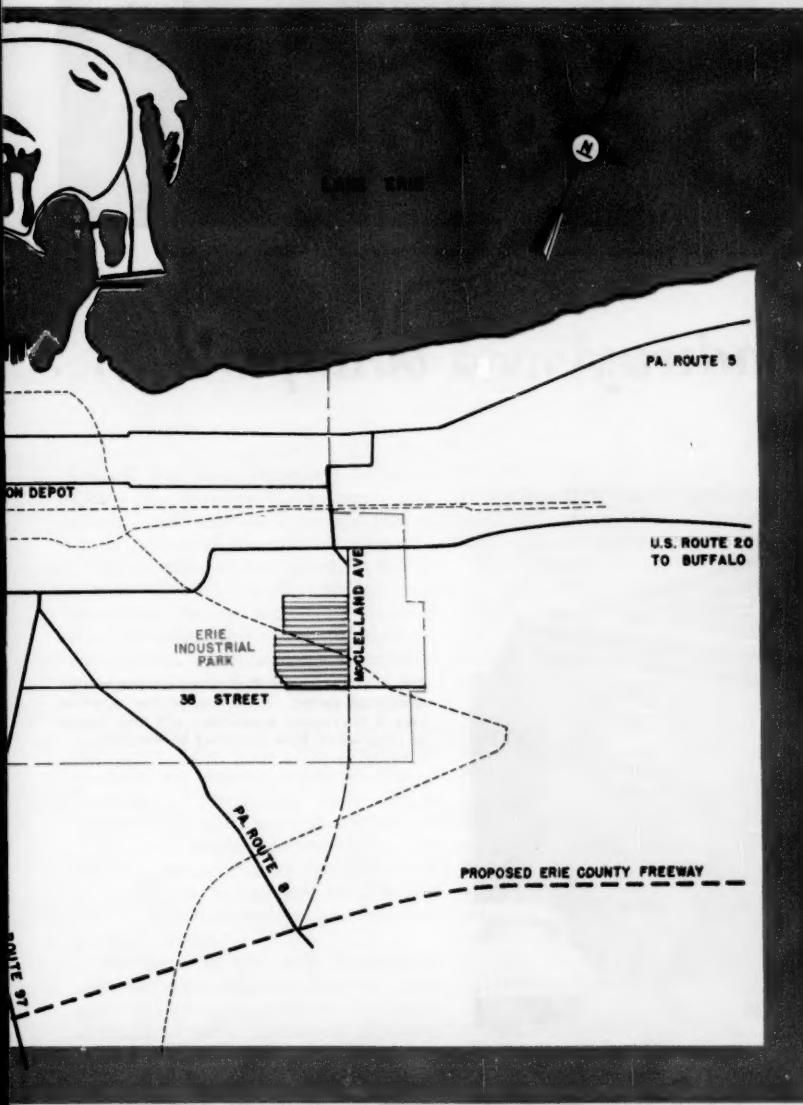
Looking ahead, Erie County is determined to make every effort toward increasing the rate of industrial growth in the area and toward keeping conditions favorable for existing industry.

Far-sighted community improvement groups currently are in the midst of what is the first broad effort to supply the need for organized planning and control. The county thus has recognized the lack of such a program in the past and is now taking the most progressive steps to attract new enterprises.

Most townships in the county contain organized booster clubs or chambers of Commerce, and in the City of Erie several organizations exist for the purpose of aiding industrial progress.

Among the groups throughout the county are the Erie County Industrial Development Council; the Greater Erie Industrial Development Corporation, which operates the Erie Industrial Park; City of Erie Redevelopment Authority, Port of Erie Development Committee, and the township booster clubs and chamber of commerce.

Spearheading the program is the Development Council. It is made up of representatives from the numerous county townships, and many of these representatives are also active in some of the organizations listed above. The



ERIE COUNTY, PA.



Boating on Lake Erie, particularly sailing, is one of the favorite sports of Erie County citizens and of visitors to the area.

... broadway ... bowsprits ...



The Erie Community Playhouse is a community-sponsored center. A feature of the activities here is the regular production, with local talent, of plays which have appeared on Broadway.

Swimming, boating and picnicking on Presque Isle are popular summertime activities. The state park can be reached by car within an hour from any part of Erie County.



• • • • and beaches

Council has been organized to coordinate the development interests and activities of individual groups into a sound, industrial development program.

One function of the Industrial Development Council's staff is to keep an up-to-date file on available industrial sites throughout the county. Listings of sites now in the files range from half-acre tracts to 446 acres.

Every community and area in the county reports to the Council on available sites, thus giving the industrial prospect the widest possible choice of locations to investigate. As a site is reported, the staff then follows through to obtain all the data on boundary lines, utilities, transportation facilities, and so on. This is then printed for distribution to prospects, realtors and other interested groups.

The listing of sites is in cooperation with the Pennsylvania Electric Company and its representatives, the General Public Utilities Industrial Development Division.

In addition to the site listings, a record also is kept up-to-date on all

industrial buildings that are available. On file are a great variety of available buildings, ranging from 900 square feet to 72,000 square feet in size.

Each member of the board of directors has a complete book of all building and site listings in Erie County, and as new listings are received, each director is brought current on the matter.

The City of Erie has an active Planning and Zoning Commission, which works closely with the Pennsylvania Planning Commission. Recently the County organized a similar organization, which will act as an advisory group in coordinating county planning. Each community will have separate ordinances, which will take precedence over the County's. Heading up this 9-man Commission, which was appointed by the county commissioners as required by state law, is Chairman William D. Heidt.

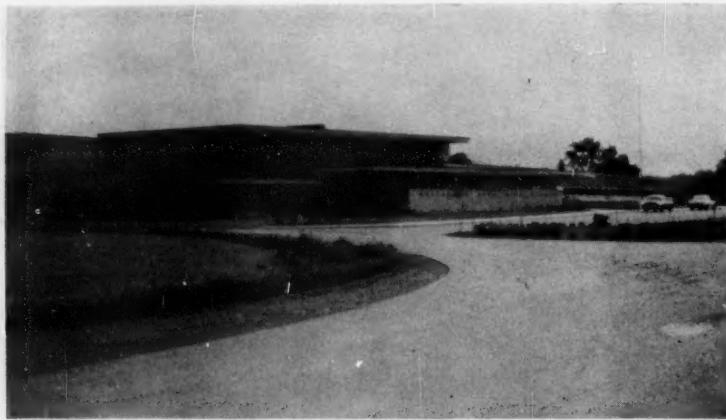
In addition to Erie, Pennsylvania's third largest city, in the county there are 17 small communities which rank high in the virtues that industry is

seeking.

First the labor pool. Each community has a large one, noted for its manual dexterity, which consists of hard working, energetic people. Home ownership in these communities ranges from 75 per cent to 85 per cent, well above the national average of 55 per cent. This percentage reflects the stable labor situation that exists in this area.

Labor-management relations are extremely good. Several townships have no record of strikes, and the two factions often serve together in community activities of the same clubs. It is noted that one contributing factor to this healthy situation is that most of the management have come up through the ranks, knowing and understanding the position of labor.

The residential sections are attractive, with tree-lined streets and neat homes. Recreational facilities are unlimited, each community being a short drive from Lake Erie, where year round sports abound. Each community also has its own amusement facilities, including beaches, Country Clubs, public



The Wattsburg Area High School is typical of the excellent educational facilities in Erie County.

community centers, and skating rinks. Hunting and fishing are also popular sports.

Many townships have their own schools, and the excellent school system of the city of Erie is used by some communities. A large number of colleges is located in the 50 mile area, and churches of every denomination are plentiful.

Perhaps the greatest asset of these communities is their central position in America's greatest market area.

City of Erie

Located in an area which has a population of 85 million people within a 500-mile radius, the city of Erie occupies an enviable and advantageous position in that it is the only port on the Great Lakes in the Commonwealth of Pennsylvania. Erie has the only naturally protected harbor on the Great Lakes.

Erie is a highly diversified industrial community with more than 400 manufacturing plants in the immediate vicinity. Erie has an estimated population of 145,000. Including the Townships of Harborcreek, Lawrence Park and Millcreek and Wesleyville Borough, population stands at 190,300.

Erie has eight hospitals, with a total of 1,099 beds. In the Greater Erie Area there are 113 churches, representing approximately 20 different faiths. And there are seven colleges in the area.

Erie has 22 public grade schools; Lawrence Park Township has two, Harbor Creek Township, three; Millcreek Township has eight, and Wesleyville Borough, two. The city of Erie has 18 Parochial grade schools, and Millcreek Township has one.

Twelve high schools are located in Erie, four of them Parochial. Harborcreek and Lawrence Park Township and Wesleyville Borough each have a high school, and Millcreek Township has two.

Outstanding among the recreational facilities in the area is Presque Isle Peninsula and the surrounding lake front area. Here, vacations are enjoyed year-round: excellent summer fishing, boating and swimming facilities are available, and during the winter months, ice skating, ice fishing and ice boating are popular on Presque Isle Bay.

The area also offers an abundance of on-shore recreational facilities. There are 19 playgrounds, 15 neighborhood play lots, two playfields, two community recreation parks, and two swimming pools operated by the city. Indoor recreation is available at 15 gymnasiums and at six swimming pools. Outdoor facilities include 19 softball and baseball fields, ten tennis courts, six ice skating rinks and two stadiums. Golf enthusiasts may choose from two public courses and three private courses.

Within the city limits of Erie there are five small boat liveries offering approximately 300 small boats for rent. Sixteen party boats, accommodating from 30 to 60 people per boat, depart from the public pier daily for lake fishing.

There are 23 theaters in the Greater Erie Area, including both indoor and outdoor theaters. All of the major service clubs and fraternal organizations are represented in the area. There are approximately 150 service, social and fraternal organizations in Erie. The area is served by six newspapers, two television stations and six radio sta-

tions, two of which are FM.

In the Greater Erie Area there are approximately 25 hotels; the Hotel Lawrence and the Hotel Richford, each with 400 rooms, being the largest. There are approximately 35 motels in the area, with a capacity to handle 1,200 persons.

Erie Harbor is located on the South shore of Lake Erie in Presque Isle Bay. It is 78 miles from Buffalo Harbor and 102 miles from Cleveland Harbor. The Bay opens to the East, and is about 4.5 miles long parallel to the mainland. It has a maximum width of about 1.4 miles, and an area of about 5.5 square miles. Maximum current in the Erie Harbor has been estimated at two miles per hour.

There are 11 docks inside the protected harbor, one at the entrance on the North Pier, and two outside on privately dredged channels South of the entrance channel. The United States Coast Guard maintains a station on the North side of the entrance to the bay.

Waterford

Waterford, a small historical community that has had much to do with the development and progress of Erie County, is located 20 miles south of Erie. A small business section serves the immediate area, and located in the center of this community is a fine lake with all types of recreational facilities available. Many of the citizens of the area live in this country community, and work in the larger cities surrounding Waterford. Tree-lined streets and beautiful parks make it ideal for residential living.

Waterford Joint High School and Joint Grade School serve the children of the Waterford Area with a full curriculum of studies. And, within a radius of 20 miles, are located eight colleges.

Waterford provides its citizens with excellent ways in which to use leisure hours. The community's own lake—Lake LeBoeuf—provides fine fishing, boating and swimming facilities. Many summer homes are located around the lake.

The town is ideally suited to small industry such as the Elgin Laboratories Division of Erie Resistor which is located there. Waterford attracts vacationers from all over the United States. The historical background of this community is also a tourist drawing card, as are the hunting and fishing areas.

Two good hotels and one motel are in Waterford, as well as numerous tourist homes with excellent accommoda-

dations. Waterford's newspaper, *The Waterford Leader*, is a weekly publication. Five Protestant and one Catholic church provide the spiritual needs of the principal religions, and cooperate wholeheartedly with the civic developments of the area.

Girard

Girard's business section is diversified, with three large toy manufacturing industries predominating the scene. The Girard Manufacturing Company employs 1,200 persons, the T. J. Ely Company employs 125, and the C. G. Wood Company employs 80, in the manufacture of toys. Labor relations here are very good, and there has been no work stoppage due to strikes in 20 years.

Cranesville

Cranesville is a small hamlet located in the northwestern section of Erie County. This community's streets are lined with beautiful tall trees, giving Cranesville a dignified appearance.

More than 85 per cent of the people living in the Cranesville area are home owners and the citizens of Cranesville are ready and willing to assist the location of an industry within their community.

Albion

The Borough of Albion, also located in the northwestern section of Erie County, is a community of well kept homes and pleasant appearance. An industry located in the Albion area is in favorable position, not only to serve the rich trading centers of the East, Middle Atlantic and South, but also to procure raw materials. The labor force, noted for its manual dexterity and skill, offers a real opportunity to any industry locating in the area. Albion is the home of the Bessemer and Lake Erie Railroad, Swanson's Boat Oar Company, and other firms.

Corry

In addition to the countywide development team, most of the local communities have booster organizations. Corry, principal city in Southeast Erie County, has a chamber of commerce with a full-time executive, Stewart Long.

Interviewed in his office in the city building, Mr. Long listed availability of labor as a major asset in his section. He described his experience during World War II when one local plant quickly expanded to an employment of

some 2,500, drawing workers from a 25 mile radius.

Today, Corry boasts such enterprises as Corry-Jamestown (furniture), Ajax Iron Works, and Corry Instruments, makers of components for precision measuring devices. Aero Supply Company, a national firm, operates a branch plant employing about 250 workers.

An ideal distribution point, Corry is located on the main line of the Erie Railroad and in the Northern region of the Pennsylvania Railroad. A progressive industrial city, Corry is in the center of a rich agricultural region.

Corry has five public grade schools, one Parochial grade school and a public junior and senior high school. Sixteen Churches are located in Corry, and Corry Memorial Hospital has a 65 bed capacity. The *Corry Evening Journal* has a daily circulation of 4,000, and radio station WOTR serves the area.

Corry's new community YMCA facility includes a modern year-round swimming pool. More recreation may be found at the five public playgrounds, city park, theater and skating rink. Corry also has an excellent golf course and skating rink.

Within a short drive of Corry is a fine resort area. Chautauqua Lake, Findley Lake and Canadohta Lake, with more than 700 cottages, picnic areas and swimming beaches, are A-1 vacation spots. A roller skating rink and numerous other recreational areas that offer all types of summer sports enhance the area's attractiveness.

Edinboro

Located in the Southern part of Erie County, the Borough of Edinboro is the seat of the Edinboro State Teachers

College, which has a definite bearing on the progressive thinking of the citizens. Many fine farms surround the area, and Edinboro Lake provides both summer and winter recreation.

Labor relations between employer and employee are unusually good, in retail, education and industry. Both labor and management are represented on civic boards, and both work for the welfare of the Borough as a whole.

Edinboro State Teachers College is located in the center of the community. The beautiful campus includes an auditorium, gymnasium, training school and numerous other buildings.

A recreational hotspot is Edinboro Lake with sandy beaches, playground facilities and boating docks. Many summer cottages and youth camps are located along the shore of the beautiful lake, providing citizens of Edinboro and the many tourists varied types of amusement.

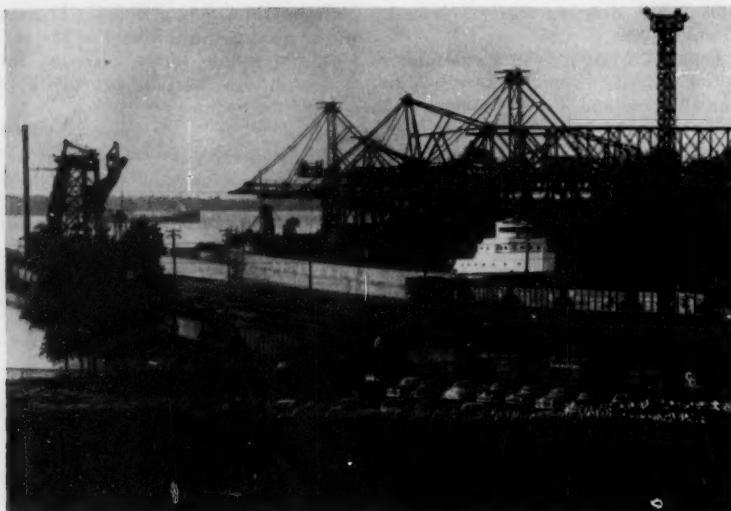
McKean

Approximately 85 per cent of the people living in the Borough of McKean are home owners. A number of new homes have been constructed or are in the process of completion, an excellent indication that McKean is growing and setting up a housing pool to be prepared for new industry. Many of the citizens of McKean work in the nearby larger communities, but desire to be able to work in their home towns. An industry locating in McKean would find ample employees with all types of skills.

In 1961 the citizens of McKean are planning to hold one of the finest centennial celebrations in this part of the nation.



The Corry-Jamestown Manufacturing Corporation plant, located in Corry, is an example of the stable, long-established industries which make their home in Erie County. This particular firm was founded in 1919.



The dock facilities at the Port of Erie are equipped to handle many different types of products and shipments. Shown here are pulp-wood, ore and coal.



Recent expansion by the Pennsylvania Electric Company provides one of the show-places of the Erie County area. The building is located just outside the City of Erie in Millcreek Township.

Lake City

The Borough of Lake City is located within a few miles of Lake Erie, which provides excellent weather in the winter and summer months. This community takes pride in the fact that a number of its industries came into existence many years ago, and it is also proud to have as citizens many enterprises, including Great Lakes Growers, Inc., True Temper Corporation, Keystone Brass Plastics Division, Wolfe Metal Products and L. Hopkins Mfg. Co.

Lake City has a public and a Parochial grade school and a high school. Three Churches are located in the community. Lake Erie Community Park offers picnic facilities, bathing beaches, fishing and boating, and the Lake Shore Golf Club provides excellent club house and golfing facilities. Fishing and hunting are good in and around Lake City, and cottage and camp sites are available in the area for vacationists.

Union City

Union City is a town of small indus-

try and agriculture on the South branch of French Creek. The region has a climate adapted to raising hardy products, in addition to fine facilities for dairy farming, an important industry in the region.

Union City has been a furniture center for many years, with numerous plants throughout the community, such as Standard Chair Company, making some of the world's finest furniture. The labor force of Union City includes energetic and highly skilled furniture makers.

The community offers fine amusement facilities, including the 160 acre Union City Sportsman's club, where hunting, trap and skeet shooting and archery are tops.

Platea

The route of the old Erie Canal leads directly through the Borough of Platea, a small community located in the Northwest corner of Erie County. Once called Lockport, because the locks for the canal were located in this area, the communi-

ty's name was changed, because of the numerous cities called Lockport in the United States. Platea is an English translation of *Plataea*, a city in Greece, where, in the Battle of Plataea, the Persians were driven from Europe.

A school for the handicapped children of Albion, Springfield, Girard and Fairview areas is maintained in Platea.

North East

Known as the center of the Pennsylvania grape industry, the community composed of North East Borough and North East Township ships all types of fruits to all corners of the nation.

The labor force of North East is a diversified one. Several large plants are engaged in the manufacture of metal products and machinery, and other industries in the area include the manufacture of concrete, awnings and tents, chemicals, dairy products, and a printing plant. This labor force, noted for its training in the fruit growing business, is trained for a fast production in the fields and processing plants. Labor-

management relations are outstanding; there is no record of a general strike in the North East area.

North East is also well known as a vacationland. The shores of Lake Erie provide beaches for swimming, sunbathing, boating and other water sports. Numerous summer cottages and boat liveries are available for both vacationers and local residents. The local farm ponds and slopes provide good sledding and skating in summer months.

North East has a public and a Parochial high school, and a public and a Parochial grade grade school. There are 13 Churches, representing all faiths. Two newspapers are offered the citizens of North East.

Wattsburg

The Borough of Wattsburg, located in the Southeastern section of Erie County, is a small county community near a fork of French Creek. Wattsburg is in the center of one of the many dairy sections of Erie County, with beautiful and spacious farms surrounding the community. One of the most widely known dairy products from this section is "Wattsburg Butter."

An important yearly event to Pennsylvanians is the Wattsburg Fair, dating back to about 1885. Attracting from 50,000 to about 100,000 persons annually, the fair has an outstanding poultry show, and the only horse races held in Erie County are run during the Wattsburg Fair.

Wattsburg has its own high school and grade school, and two beautiful Churches. The Wattsburg Hotel and numerous tourist homes in the area provide excellent accommodations for travelers and visitors.

Fairview

Fairview Township is located along the shore of Lake Erie, West of the city of Erie. Fairview Borough, originally known as Sturgeonville, was incorporated in 1868, and covers an area of one square mile near the center of the Township.

Fairview has a modern grade and high school, and five Churches. The Kahkwa Country Club, with an 18 hole golf course, and Avonia Beach offer top notch recreational facilities.

Fairview's labor pool is most adequate, and provides workers of many skills and dexterity.

Among Fairview's industries are Tital Tool Company and Parker White Metal Company.

R FOR PROGRESS



"We have made remarkable progress in Union City," says Dr. Ledger.



"We offer a good business climate and our record of success is proof."



"More wooden handles are made here than anywhere else in the world."

UNION CITY, PA. "Our small communities offer outstanding opportunities for incoming industries" asserts Erie County Industrial Development Council's dynamic President, Dr. George Ledger. "Take Union City, for example, we've made remarkable progress here," he says.

Ticking off recent civic improvements in this bustling community of 5,000, Ledger lists a new sewage treatment plant, a new high school building, and a golf course now under construction. With special pride Dr. Ledger, a surgeon, mentions the recently-expanded 50 bed hospital which gives Union City a ratio of hospital beds per 1,000 population well above the national average.

"We offer a good business climate and our record of success is proof" Ledger says in discussing industrial development. "More wooden handles are made here than anywhere else in the world," he reports, describing the local True Temper plant. He also mentions a booming boat building operation, and large-scale manufacture of wood-seated chairs.

Ledger is well-informed about the economy of his city. He is President of the largest financial institution, the National Bank of Union City.

While Dr. Ledger is proud of his hometown, he is equally enthusiastic about the countywide program of the development council he heads. He spends considerable time dashing about the county in a white Jaguar, spurring his associates on the greater effort. "When a plant locates anywhere in the county, we all benefit" he stresses.

Among local assets, Ledger tallies a strong labor force. He emphasizes that only about 25 per cent of the Union City labor force is organized. Diversification is significant.

Ledger points out that Erie County is an area of prosperous, well-tended farms. The lush vegetation which impresses the visitor is, he says, the result of "a good water supply and good conservation practices."

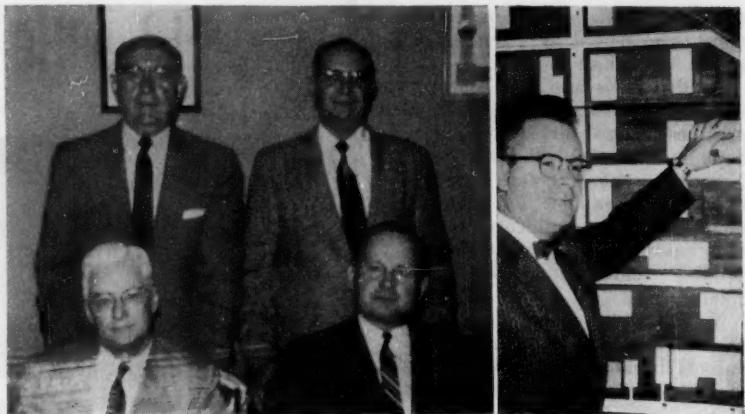
The development leader suggests, too, that the visitor not overlook the important vacation business in all parts of the county. For example, he cites one spot, Lake Canadohta, which has 900 summer cottages and attracts as many as 3500 visitors daily.

Looking into the future, Dr. Ledger expresses his optimism with genuine enthusiasm. "Sure, we've accomplished a lot, but there's a great deal more to do, and more opportunities ahead" he states. But, looking at all the factors, he asserts, "I don't see how we can miss."

ERIE COUNTY, PA.

These are the members of the executive committee of the Greater Erie Industrial Development Corporation who manage and set the policy for the Erie Industrial Park. They are (seated, left to right), Oren H. Marshall, president and R. Edwin Baldwin, vice president. Standing (left to right) George Brown, a director and Charles I. Wetmore, assistant secretary.

At far right is Ray E. Tanner, executive secretary of the Erie County Industrial Development Council.



the **ERIE** industrial development team

The industrial development team of Erie County and the City of Erie is made up of leading citizens representing a broad cross section of business, industry, service activities and professions.

For example, president of the Erie County Industrial Development Council is Dr. George H. Ledger, Union City physician and surgeon.

Other officers of this group are William M. Miles of Albion, industrial representative, Bessemer & Lake Erie Railroad, vice president; George Bretz, supervisor of Harborcreek Township, treasurer. Directors are William Ferrier, retail hardware merchant in Millcreek Township; Oren H. Marshall, sales manager for the Northwest Division of Pennsylvania Electric Company.

Ray E. Tanner is, in addition to his other activities, executive secretary of this group.

Mr. Tanner is a graduate of the Corry, Pennsylvania, high school. He studied sociology at the University of Florence in Italy and completed a two-year course at Yale Institute for Chamber of Commerce executives, Yale University.

He has served as executive secretary at chambers of commerce in Brookville, Lewistown and Franklin, Pennsylvania, and as assistant director of the Industrial Development Bureau of Pennsylvania's Department of Commerce in Harrisburg. He came to Erie in August, 1956. Mr. Tanner is also, as mentioned elsewhere in this report, executive secretary manager of the

Greater Erie Industrial Development Corporation, industrial manager of the Greater Erie Chamber of Commerce and manager of the Erie Industrial Park.

Mr. Tanner is a member of a variety of organizations and clubs and has been a continuous leader in many projects for community betterment.

Current officers of the Greater Erie Industrial Development Corporation include Oren H. Marshall of Pennsylvania Electric Company, president; R. Edward Baldwin, Security-Peoples Trust Company, vice president; Charles J. Heimberger, First National Bank, treasurer; Charles I. Wetmore, Pennsylvania Railroad Company, assistant secretary.

Members of the executive committee are Mr. Heimberger, Mr. Baldwin, Mr. Wetmore; George Brown of Mutual Specialty Company, and Sumner E. Nichols, Sr., Security-Peoples Trust Company.

On the board of directors, of which Mr. Nichols is chairman, are the officers and members of the executive committee. Other board members include John Bartram, Central Labor Union; Fred Ross, Greater Erie Chamber of Commerce; Alfred J. Hartleb, The Union Bank; C. Robert Austin, E. E. Austin & Son, Inc.; J. Robert Baldwin, Baldwin Brothers; Charles H. Wilson III, First National Bank; Merle F. Sample, Pennsylvania Gas Company; R. B. Andrews, Pennsylvania Electric Company; James W. Logie, Erie Dry Goods Company, and Rev. Norbert G. Wolf, Gannon College.

Mayor of the City of Erie, Arthur J. Gardner



Chas. J. Heimberger



William M. Miles



George Bretz



William F. Ferrier



manufacturers record

THE NATIONAL MAGAZINE OF PLANT LOCATION NEWS

EXPANSION BRIEFS

STERLING FOREST, N. Y. A general contract has just been let for the construction of the nuclear and ore laboratories here of Union Carbide Nuclear Company, a division of Union Carbide Corporation, to Joseph L. Muscarelle, Inc., Maywood, N. J. The labs are being built on a 100-acre site, and will contain 85,000 square feet of space in the three buildings. Completion is scheduled for mid-1959.

MONROEVILLE, PA. Construction was begun this month on a new building for electromechanical development at United States Steel's research center here. The new structure will add 54,000 square feet of space to what is already the largest laboratory in the free world devoted exclusively to research in steel and related problems.

BARBERTON, OHIO. A new cement plant, designed to produce 1.5 million barrels of cement annually, is being built here by Columbia-Southern Chemical Corporation. The multimillion-dollar facility is scheduled for completion by December of 1959. A half-mile-deep limestone mine under the plant site will supply raw material used in cement manufacture.

ATLANTA. Rich's, Inc., here, one of the nation's largest department stores, has begun work on a new service building which will house the newest mechanized marking and receiving equipment in the country. The facility will accommodate between 400 and 500 cars a day. The structure will have 120,000 square feet of space on three floors and is scheduled for completion in the late Fall.

CRANBURY, N. J. The second Carter Products, Inc., plant to be located in New Jersey will be located here. Ground was broken for the facility last month by Governor Robert B. Meyner, and completion is slated for the late summer of 1959. On a site of 150 acres, the plant will cost \$3.5 million. It will include manufacturing, shipping and warehouse facilities for all Carter toiletry and proprietary products, as well as for those of its pharmaceutical division, Wallace Laboratories.

NEW PLANTS

EDITORIAL SURVEYS . . .

and plant location reports

Since before the turn of the century MANUFACTURERS RECORD has issued special studies of specific cities and areas to assist the site-seeking industrial firm. Today, through the combined coverage of INDUSTRIAL DEVELOPMENT and MANUFACTURERS RECORD this tradition of leadership in this field is being extended and carried forward.

Before you go site-seeking, take advantage of background studies which have already been prepared for the areas listed below. Generally, reprints are available gratis.

Area	Publication	Date
Lower Va. Peninsula (ID-MR)	July, 1958	
Mattoon, Ill. (ID-MR)	June, 1958	
Florida Bay Area (ID-MR)	June, 1958	
Western Mississippi (ID)	May, 1958	
Savannah Ga., area (MR)	May, 1958	
Knoxville, Tenn. (MR)	April, 1958	
Charleston, S. C. (MR)	March, 1958	
Dallas, Tex. (MR)	Feb., 1958	
Louisiana (ID)	Jan., 1958	
Cobb County, Ga. (MR)	Jan., 1958	
Arizona (ID)	Dec., 1957	
Pennsylvania (ID)	Sept., 1957	
Canada (ID)	Aug., 1957	
Petersburg, Va. (MR)	Aug., 1957	
Southwest Ga. (MR)	July, 1957	
Charlotte, N. C. (MR)	Feb., 1957	
Meridian, Miss. (MR)	Jan., 1957	
Little Rock, Ark. (MR)	Oct., 1956	
Raleigh, N. C. (MR)	Aug., 1956	
North Carolina (ID)	July-Aug., 1956	
Memphis, Tenn. (MR)	May, 1956	
Jackson, Miss. (MR)	March, 1956	
Chattanooga, Tenn. (MR)	Feb., 1956	

conway publications, inc.
NORTH ATLANTA 19, GA.
offices
in
principal
cities

CALVERT CITY, KY. A new chemical plant, to produce 20 million pounds annually of polyvinyl alcohol resin, is being built here by Air Reduction Company, Inc., and is scheduled for completion in early 1960. To support the production and sale of the polyvinyl alcohol, the company also will build an extensive pilot plant facility at Bound Brook, New Jersey, where a new office building and laboratory already is under construction. The new project also will include an expansion doubling the capacity of the existing 45 million pounds per year vinyl acetate monomer plant at Calvert City and, altogether, will represent an investment of more than \$12 million. The alcohol resin facility will be the sixth Air Reduction plant to be built here and will bring the total investment by the company in the city to almost \$40 million.

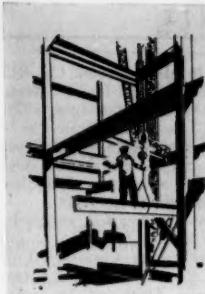
DUNDEE, MICH. Ground was broken here recently for the new Dundee Cement Company plant which will cost \$36 million. The plant will be in operation by January 1, 1960. The construction period will provide employment for 500 workers, but during the peak period of about six months employment will increase to 2,000 men. Potential shipments of 18 million bags of cement a year from the plant has brought congressional committee approval for a multi-million-dollar dredging project at the Port of Monroe, 16 miles from the Dundee facility.

BOSTON. The cornerstone has just been laid for construction here of a new Canada Dry plant. When completed early next year the facility will be the largest soft drink plant in New England and will be the company's "master" plant for the area. To cover three acres of floor space under roof, it will have a production capacity of five million cases of soft drinks, plus a half-million gallons of beverage syrups annually. The new building was designed, engineered and financed under the Cabot, Cabot & Forbes Company Package Plan and is being built by Abertshaw Construction Company, CC&F subsidiary. The cornerstone was laid by Governor Foster Furculo of Massachusetts.

CHICAGO. A contract has been awarded to the architectural firm of Schmidt, Garden and Erickson of Chicago for a multi-million dollar chemistry and chemical engineering building for Armour Research Foundation of Illinois Institute of Technology. To be on the institute's campus on Chicago's near South Side, the building will have 125,000 square feet of floor space on three floors. Director H. A. Leedy of the Foundation said that the new structure will meet the constantly increasing needs of industry and government for expanded chemical research "and will have a highly diversified and extensive range of chemical research facilities under one roof."

COLUMBUS, MISS. A multi-million pound per year plant for production of ammonium perchlorate is being constructed here for HEF, Inc. The latter is a newly-formed, jointly-held subsidiary of Foote Mineral Company of Philadelphia and Hooker Chemical Corporation of Niagara Falls, New York. The new facility will be able also to produce lithium perchlorate should a demand arise. Hooker also has announced that it plans to spend \$1 million for its third major expansion of sodium chlorate production capacity at Columbus.

ATLANTA. A new warehouse for the D. H. Overmyer Warehouse Company will be located on a five-acre site in the Chattahoochee Industrial District here. The structure will contain 120,000 square feet of storage space as well as offices and will have a 20-foot clear pile height throughout the interior. In addition, the company will have another 10 acres available for other buildings, and Overmyer said his firm will build facilities for other companies, on a lease basis, for warehousing and light manufacturing. Construction will be done according to individual specifications.



NEW PLANT SUMMARY

BY JOSIE QUILTY

The following is a summary of major industrial plants reported to INDUSTRIAL DEVELOPMENT during the month of June, 1958, by industries and industrial development organizations in the United States, Canada, and territories.

Number of employees is indicated by the code: B (25-100); C (100-250); D (250-1,000); and E (Over 1,000).

ALABAMA

Anniston—Chemstron Mfg. Co., 800 Bankhead Hwy., G. T. Mosteller, Jr., Pres.; mfg. and sale of all types of chemical products, by-products.

Birmingham—American-Marietta Co., 3431 27th Ave., N., reinforced concrete pipe and pre-cast concrete products. Oper. began July, 1958. \$500,000 plus. (B)

Birmingham—Rath Packing Co., meat packing. \$125,000. (C)

Bridgeport—Nalley & Boone, crushed limestone. \$500,000. (B)

Haleyville—Winmar Poultry Industries, poultry processing. \$200,000. (C)

Helena—Brizendine Construction Co., prefabricated house panels. (B)

Huntsville—Gulf Refining Co., Oakwood Ave., D. C. Boone, Off., new office and warehouse. Oper. est. to begin Fall, 1958.

Parrish—Southern Electric Generating Co., coal mine. \$1 million. (D)

Whistler—Smith Automatic Screw Machine Products Co., machine parts. \$250,000. (B)

ARIZONA

No plants reported.

ARKANSAS

Batesville—Arkansas Poultry Co., processing of broilers, hens, turkeys. \$250,000. (B) Conway—Virco Mfg. Co., school furniture. Has purchased site for 17,000 sq. ft. warehouse.

Danville—Drives, Inc., automobile accessories. Under const. \$185,000. (B)

Ft. Smith—Duplex Mfg. Co., N. 32nd and L Sts., Paul C. Coe, Pres., metal tool boxes. Subs. of Pendleton Tool Industries, Los Angeles. Oper. began July, 1958. 20,000 sq. ft. (B)

Hot Springs—Arkansas Louisiana Gas Co., pipeline planned. \$600,000.

Nashville—Nashville Basket Co., wire-bound containers. Oper. est. to begin Nov., 1958. \$250,000. (B)

Siloam Springs—Webb Wheel Div., American Steel & Pump Co., steel wheels and hubs.

Home office: New York. Oper. began July, 1958. \$250,000. (B)

CALIFORNIA

Anaheim—Robertshaw-Fulton Controls Co., Western Research Center, Thomas H. Jeffers, Gen. Mgr., development of systems and automatic controls for air conditioning, space and water heating, refrigeration. Oper. began June, 1958. \$500,000.

Antioch—Ethyl Corp., James M. Gill, Mgr., antiknock compound. Oper. began June, 1958. (C)

Burbank—General Controls, Flower St., John E. Flickinger, Sales Mgr., engineering, administration, production facilities of aircraft electronics div. Under const. 70,000 sq. ft. \$2 million. (E)

City of Industry—General Tire and Rubber Co., Valley Blvd. and Nogales St., Earl H. Schaub, Mgr.; retread rubber mfg., recapping oper., div. sales hdqrs., warehouse facilities. Oper. began July, 1958. 135,000 sq. ft. \$2.25 million.

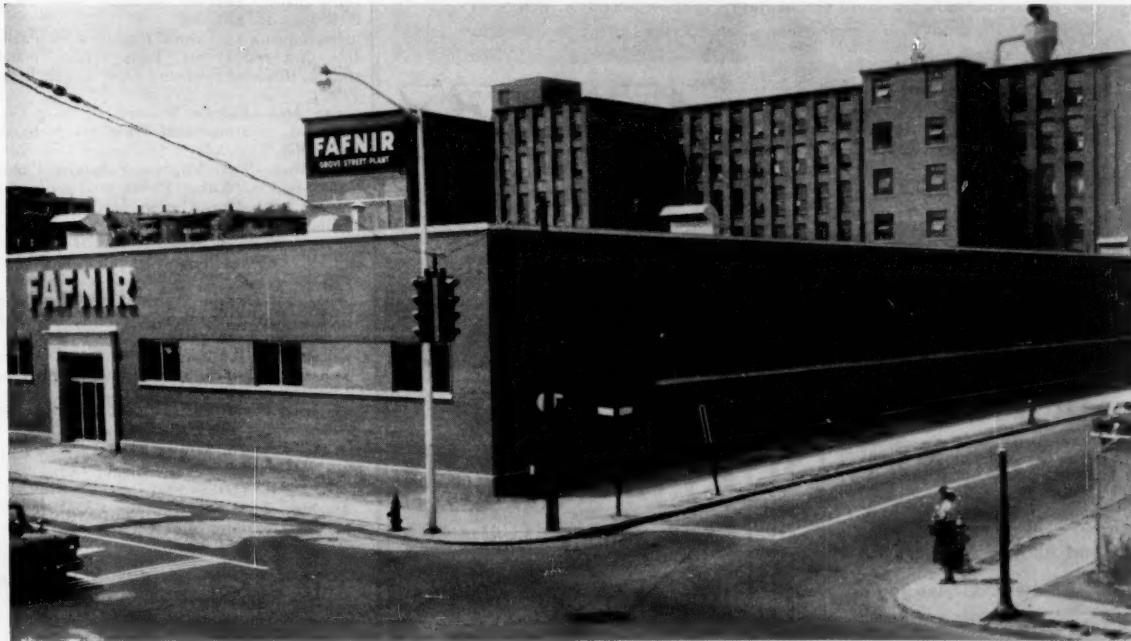
City of Industry—VitriFinish, Inc., R. L. Rodman, Pres., porcelainized aluminum and steel. Oper. est. to begin Fall, 1959. \$520,000.

Corona—Guerdon Industries, Inc., 234 Sherman Ave., house trailers. Under const. 435,075 sq. ft. (D)

Costa Mesa—Jabsco Pump Co., Harboe Blvd., pumps for marine engines and small boats. Moving from Burbank. Oper. est. to begin Sept., 1958. 28,750 sq. ft. \$500,000. (C)

El Monte—Kim Lighting and Mfg. Co., 1467 N. Lidcombe Ave., P. R. Buehler, Pres.; garden and swimming pool lighting, illuminated fountains. Oper. began June, 1958. 14,200 sq. ft.

El Monte—Microtech Corp., div. of Federal-Mogul-Bower Bearings, Inc. Under const. 23,000 sq. ft. \$500,000.

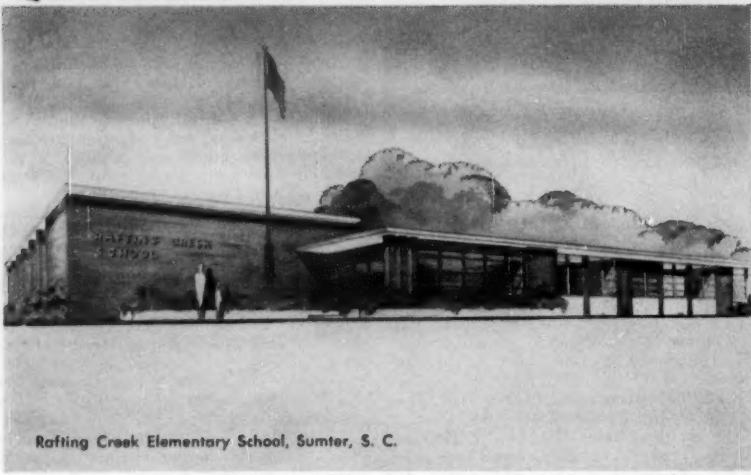


In the foreground is the new press division built by the Fafnir Bearing Company in New Britain, Connecticut. It was constructed to abut the company's old building shown in rear. Fafnir officials said this demonstrates the wisdom of combining old facilities with new when older buildings are still serviceable and lend themselves to servicing manufacturing techniques.

SOLUTION:

SOLITE[®]

QUIETNESS • SAFETY • EASY UPKEEP



Rafting Creek Elementary School, Sumter, S. C.

Architects: J. Whitney Cunningham, Demosthenes and Morgan, A.I.A., Sumter, S. C.

General Contractors: C. B. Askins & Company, Lake City, S. C.

In the Rafting Creek Elementary School, Solite Lightweight Masonry Units were used for attractive, economical walls with a smooth, even texture.

Solite solved four building problems of particular importance to schools. CLIMATE: Solite's natural insulation keeps heating and cooling costs low.

MAINTENANCE: Solite requires a minimum of upkeep. NOISE: Solite absorbs up to 50% of room noise. SAFETY: Solite is naturally fire resistant.

In fact, Solite has a talent for meeting specific challenges in special applications. Whatever your construction goals, chances are that Solite can help you accomplish them.

SO QUIET...
SO SAFE...

SOLITE[®]

PLANTS: Aquadale, N. C. • Bremo Bluff, Va. • Leaksville Junction, Va.

OFFICES: Box 9138, Richmond • Box 1843, Charlotte, N. C. • Box 147, Columbia, S. C.

FOR BETTER BUILDING — Consult your architect or engineer. Whatever your construction needs, professional advice can save you time and money.

ask for...

VIENER METALS

Aluminum • Babbitt • Pig Lead

Lead Alloys • Pig Tin • Tin Alloys

Brass & Bronze Ingots

Type Metal • Slab Zinc • Solder

HYMAN VIENER & SONS

SMELTERS & REFINERS & MANUFACTURERS

FOR INFORMATION, QUOTATIONS — WRITE
DEPT MM, P.O. BOX 573, RICHMOND, VA.

SAUEREISEN
ACID PROOF CEMENTS



Let us help you with your acid-proofing problems

Send sketches and blueprints

Sauereisen Cements Co. Pittsburgh 15, Pa.

NEW PLANTS

El Monte—Nail On Metal Frame Co., 815 N. Baldwin Ave., metal window frames. Home office: Los Angeles. Oper. began July, 1958. 36,000 sq. ft. (B)

Eureka—Redwood Beverage Co. and Pepsi-Cola Bottling Plant, Second and Y Sts., Victor Blanc, Pres.; mfg., wholesale of bottled drinks. Oper. est. to begin Sept., 1958.

Hawthorne—Dayton Rubber Co., research, development lab., 25,000 sq. ft. In oper.

Hawthorne — Max Factor Cosmetics Co., Van Ness Ave. and El Segundo Blvd., Max Factor, Pres., cosmetics. Oper. est. to begin Oct., 1958. 215,000 sq. ft. \$3 million.

Inglewood—aaRBee Palstic Co., Market and Beach Sts., R. B. Gutsch, Pres., plastic injection moulding. Home office: Los Angeles. Oper. est. to begin Fall, 1958. 35,000 sq. ft. \$250,000. (C)

Morgan Hill—A. J. Castle Seed Co., Inc., Mast Ave., seed and insecticides. Moving from Mountain View, Calif. Oper. est. Fall, 1958.

Paramount—American Brass Co., Garfield Ave. and Compton Blvd., C. Russell Epley, vice pres. in charge; copper, brass, bronze, Subs. of Anaconda Co. Oper. began July, 1958. \$18 million. (D)

Raisin City—Raisin City Co.-Op Gin, Cornelius and Floral, Dick Adams, Mgr.; cotton gin. Oper. est. to begin Fall, 1958. \$275,000.

Red Bluff—Diamond Gardner Corp., J. O. Parrish, Off., integrated forest products. Oper. est. to begin Oct., 1958. (D)

Richmond—Rhodes and Jamieson Building Materials Co., Cutting Blvd., Donald Hewlett, Off., concrete. Home office: Oakland. Under const. \$250,000.

Riverside—Rheem Mfg. Co., Pyrite St., Lawrence M. Limbach, Vice Pres., defense plant. Oper. began June, 1958. (B)

Sacramento — Community Linen Rental Service, 61st and S Sts., Don Winget, Mgr., linen plant. Oper. est. to begin Sept., 1958. 20,000 sq. ft. \$300,000.

Sacramento — Cruit's Replacement Parts, Inc., 2nd and Q Sts., bolts, screws, metal stamps, threaded fasteners. Oper. began June, 1958.

San Jose—Eureka Western Printing Co., King Rd., printing plant. Oper. est. to begin Fall, 1958. \$225,000.

Torrance—West Virginia Pulp and Paper Co., David L. Luke, Pres., multiwall and grocery bags. Oper. began July, 1958. \$2.5 million.

Tracy—Serra Warehouse, Inc., Jack Yandell, Pres. Plans 5 new warehouses. 50,000 sq. ft.

West Sacramento—Tahoe Forest Products Co., Ross Beall, Vice Pres., dist. of lumber and wood products. In oper.

Whittier — Eastman Kodak Co., Slauson Ave., J. A. Smith, Gen. Mgr., warehouse, hdqrs. Const. est. to begin Fall, 1958. (C)

COLORADO

Greeley—Bayle Mfg. Co., W. H. Downs, Pres., jeans. Oper. est. to begin Oct., 1958. 26,400 sq. ft. (D)

Pueblo—Pepsi-Cola Bottling Co., S. Free-way, Joe Occhiato, Mgr. Oper. est. to begin Spring, 1959. \$350,000.

CONNECTICUT

Guilford—Dispersent Co., Boston St., Dr. Walter A. Taylor, Head, specialized emulsifiers for pharmaceutical, chemical, cosmetic trades. Moved from Corona, N. Y. In oper.

Montville—Olin Mathieson Corp., nuclear reactor plant. Limited oper. began July, 1958. \$500,000.

NEW PLANTS

DELAWARE

Harrington — Trane Co., D. C. Minard, Pres., air conditioners, heaters, ventilating and heat transfer equip. Has purchased 43 acres. Home office: LaCrosse, Wisc.

DISTRICT OF COLUMBIA

Washington—Dixie Plywood Co. of Washington, D. C., Inc., 2920 V. St., N. E., James R. Smith, Mgr., wholesaler of plywood, other building materials. Subs. of Bradley Plywood Co., Savannah. Oper. est. to begin Aug., 1958.

FLORIDA

Cape Canaveral—ARMA, research and development. In oper. (B)

Jacksonville—National Cash Register Co. Oper. est. to begin Aug. 1958. \$380,000.

Longwood—McCall Fruit Co., fruit packing plant under const. on 6.5 acre tract. Home office: Orlando. (C)

Miami—Dade Steel Co., structural steel fabricator and erector. New plant doubles capacity.

Miami — Miami Paperboard Mills, 2875 N. W. 40th Ave. Under const. \$300,000.

Orlando—Southern Steel Service Co., 2040 N. Rio Grande Ave., engineered metal servicing: office, plant warehouse. Oper. est. to begin Fall, 1958.

St. Petersburg—Metal Textile Corp., metal filters, strainers. Oper. est. to begin Oct., 1958. 26,000 sq. ft. \$350,000. (B)

St. Petersburg—St. Petersburg Electronic Communications, Inc., Tom F. Grieser, Vice Pres. Oper. est. to begin Spring, 1959. \$2 million. (E)

Sarasota—Obrig Laboratories, Philip L. Salvatori, Pres., contact lenses. Oper. began July, 1958. (B)

Stuart—Taterbug, Inc., Kenneth C. Shaw, Pres., greeting cards. In oper. (B)

Tampa—D-J Industries, Inc., Paul Ruck, Pres., household utensils. In oper. (B)

Tampa—Miami Bank & Trust Co. will erect \$1 million office bldg.

GEORGIA

Albany—Sutherland Paper Co., food packaging materials plant planned. Home office: Kalamazoo. 175,000 sq. ft. (D)

Atlanta—Dr. Pepper Co., bottling plant. Under const. \$800,000.

Atlanta—General Foods plans 140,000 sq. ft. distribution center.

Atlanta — Southeastern Merchandising Mart, Inc., U. S. Hwys. 29 and 23, Robert M. Holder, Pres., trade market. Const. est. to begin Fall, 1958. \$15 million plus.

Cairo — Cairo Pulpwood Yard, Div. of Secret Pulpwood & Timber Co. In oper.

Cave Springs—Georgia Hosiery Mill. In oper. (B)

Chamblee—General Tire & Rubber Co., warehouse. (B)

Columbus—Dr. Pepper Co., bottling and distribution plant. Home office: Dallas. Under const.

Cuthbert—Dailey Veneers, Inc., veneers. In oper. (B)

East Point — American Food Co., food processing. In oper. (B)

Griffin—Electronics Southeastern, Inc., S. St., Gale Hollinger, Off., rebuilt television tubes. In oper.

Metter — Carefree Footwear, Inc., casual shoes. Moving from New England. Oper. est. to begin Fall, 1958. \$200,000. (D)

Sparta—Steelpride Industries, Inc., fabricating operation. In oper. (C)



This **DIXISTEEL®** Building
COST ONLY \$3.32 A SQUARE FOOT
Complete with air conditioning



\$1.46 a sq. ft. for this 25,200 sq. ft. warehouse, including all accessories



\$4.00 a sq. ft. for this 6,000 sq. ft. warehouse and air-conditioned office.



\$2.00 a sq. ft. for this 10,000 sq. ft. hanger, including expensive hanger doors at each end

This 7,000 sq. ft. warehouse and 450 sq. ft. office of the Benton Bros. Drayage & Storage Co., Brunswick, Georgia, was completed in 40 days at a total cost of only \$3.32 a square foot. This included a reinforced concrete floor 42" above ground level; two 10' x 20' canopies; three overhead doors; all heating, wiring and plumbing, including three toilets and shower; insulated, air-conditioned office with brick side-walls; painting.

The Benton building is typical of the hundreds of DIXISTEEL Buildings erected throughout the South—some for as little as \$1.25 a square foot.

There is a DIXISTEEL Building to suit your needs—from the smallest to large, clear-span multiple units covering any area desired.

Contact your nearest DIXISTEEL Building dealer or write for descriptive literature and details.

- Eight standard widths—
30' 40' 50' 60' 70' 80' 90' 100'
- Lengths can be any multiple of standard 20' unit
- Sidewall heights 10' 12' 14' 20'
- Multiple units of virtually any width, height, length

HOME OF
DIXISTEEL®
PRODUCTS

FREE ESTIMATES • NO OBLIGATION

Steel Building Division
Atlantic Steel Company

575 14th St. Atlanta, Ga. • TRinity 5-3441

NEW PLANTS

Swainsboro—Viking Mfg. Co., Inc., mobile homes. Home office: Anaheim, Calif. \$500,000. (C)

IDAHO

No plants reported.

ILLINOIS

Chicago—Hardwood Door Corp., 6000 Oak Park Ave., Ashley T. Wright, Pres., millwork, doors, accessory equip.; office and warehouse. Moving from Cicero. Oper. began July, 1958.

Chicago—Republic Steel Corp., T. F. Patton, Pres., steel bar mill. Oper. est. to begin late, 1958. \$18 million.

Chicago—Wylers & Co., Campbell Ave. & Addison St., packaged soups, bouillon cubes, lemonade mix, other dehydrated products. Has purchased site for \$275,500.

East Moline—Tousey Varnish Co., 2500 8th Ave., C. R. Heastedt, Pres., paint. Oper. began June, 1958. \$Multi-million.

Franklin Park—Bar-Don Fabricators, Inc., 10016 Franklin Ave., non-metallic stampings, television parts. Oper. est. to begin Summer, 1958. 23,000 sq. ft.

Harvey—Whiting Corp., steel fabrication, welding. Site selected.

Havana—Pepsi-Cola Bottling Plant, Franklin and Promenade Sts., Ted McNutt, Prop., bottling equip., storage, offices. Oper. est. to begin Fall, 1958.

Lemont—U B S Chemical Corp., Ubabot polymer emulsions. Hdgrs: Cambridge, Mass. Oper. est. to begin early, 1960.

Metropolis—General Chemical Co., Rte. 45, uranium salts, elemental fluorine. Div. of Allied Chemical Corp. Oper. est. to begin early, 1959.

North Chicago—Abbott Laboratories,

George R. Cain, Pres., research center. Oper. est. to begin early, 1960. \$6 million. (E)

Skokie—Mark Products Co., Edens Ind. Park, antennas, electronic equip. Has purchased site.

Tuscola—Cabot Carbon Co., silicon dioxide. Oper. began June, 1958.

Wood River—Union Tank Car Co., Old St. Louis Rd. "Union Dome" is under const. on 40 acre site. \$1 million.

INDIANA

Anderson—Pepsi-Cola Bottling Co., Inc., 18th and Louise St., Beecher Kurtz, Pres., soft drinks. Oper. began June, 1958. 21,000 sq. ft. \$300,000.

Evansville—Hallenberger, Inc., Boonville Hwy., truck beds, bodies, trailer bodies. Oper. est. to begin Fall, 1958.

Hammond—American Can Co., Canco Div., 6017 S. Western Ave., William C. Stolk, Pres., revolutionery coil stock center. Oper. began June, 1958. 327,000 sq. ft. (C)

Indianapolis—United States Envelope Co., Central States Div., E. 16th and N. Sherman Dr., L. M. Peys, Gen. Mgr. Oper. est. to begin Fall, 1958. 25,000 sq. ft.

Lowell—Lowell Stone Co., Inc., Sheridan Ruge, Pres., stone. Oper. began July, 1958. (B)

Muncie—Westinghouse Electric Corp., John H. Chiles, Jr., Vice Pres., transformer plant. Has selected 300 acre site for \$Multi-million plant. Oper. est. to begin late 1961 or early 1962. (E)

New Albany—Pillsbury Mills, Inc., Paul S. Gerot, Pres., refrigerated foods plant, research facilities. Oper. est. to begin early, 1959. 275,000 sq. ft. \$2 million.

Richmond—Bucyrus-Erie Co., U. S. 40, Henry Jameson, Gen. Mgr., water well, oil well and blast hole drills. In oper. 350,000 sq. ft. \$12 million.

Seymour—Sherwood Moulded Plastics Co., Freeman Field, Kenneth W. Coates, Pres., injection moulding of thermoplastic materials. In oper. (B)

IOWA

Clarinda—Esco of Iowa, electrical transformers. Home office: Texas. In oper. Summer, 1958. (B)

Denison—Crawford County Packing Plant. In oper. Summer, 1958. (D)

Des Moines—Hoerner Boxes, Inc., 1720 E. Douglas Ave., A. L. Blake, Gen. Mgr., finished shipping containers. Oper. began June, 1958. 65,750 sq. ft. (B)

Waterloo—Kasher Electronic Co., portable disc jockey tables. In oper. Summer, 1958. (B)

Correction: Clinton — Lord Baltimore Press, Harrison Dr., A. Degan, Off., folding boxes, labels, offset letterpress, lithography. Oper. est. to begin Fall, 1958. 90,000 sq. ft. (C)

KANSAS

Beloit—Oakley Reel Mfg. and Fix-It Shop, Roy Oakley, Owner, steel reels and wooden blades for combines. In oper. Summer, 1958.

Clay Center—Hutchinson Manufacturing, Inc., Dr. Carl Ruff, Co-owner, grain augers, allied products. In oper. Summer, 1958.

Coffeyville — Kansas Asphalt Co., Harry Keith, Co-owner, asphalt. In oper. Summer, 1958.

Concordia — Quartzite Products, Russell Carlgreen, Owner, corrugated metal pipe, ready mixed concrete. Subs. of Quartzite Co.,

Lincoln, Neb. Oper. began June, 1958.

Council Grove — Buckeye Bait Corp., Charles A. Cowser, Pres., fishing tackle equip. Moving from Miamisburg, Ohio. Oper. est. to begin 1959. (B)

Grent Bend—Pawnee Salt Corp., Robert E. Davis, Pres., salt. \$500,000.

Kansas City—Air Reduction Co., Armordale Dist., John A. Hill, Pres., industrial gases. \$1 million plus. (B)

McPherson—Modern Products, Inc., U. S. 81, L. R. Beard, Pres., aluminum screens, storm doors. Oper. est. to begin Fall, 1958. (B)

Mission—Flour Products Co., Wood Bldg., area offices, oil field refinery and chemical plant equip. Subs. of Fluor Corp., Ltd., Los Angeles. In oper. Summer, 1958.

Moundridge—G & S Mfg. Co., Ray Gehring, Co-owner, children's furniture. In oper. Summer, 1958.

Moundridge—Moridge Mfg. Co., Elbert W. Guyer, Pres., heavy duty commercial grain elevators, grain dryers. In oper. Summer, 1958.

Moundridge—Wichita Roller Die, Inc., Jack Lacey, Pres., press dies and roller dies, custom roll forming, machine parts. Moving from Wichita.

Ottawa—National Allied Chemical Co., Charles H. Roberts, Pres., chrome plating units, acid resistant paints, rust inhibitors for industry. In oper. Summer, 1958.

Parsons—Jayhawk Marine, Inc., fiberglass boats. Oper. began July, 1958. (B)

Smith Center—Bestyet Eggs, whole and separated frozen eggs. In oper. (B)

Wichita—Kansas Duplicating Co. In oper.

KENTUCKY

Fulton—Ferry-Morse Seed Co., Stephen Beale, Pres., seed processing, packet div. Home office: Detroit. Oper. est. to begin Fall, 1958. 250,000 sq. ft. \$1 million. (D)

Louisville—Ashland Oil & Refining Co., Algonquin Parkway, asphalt storage and distribution terminal. In oper. Summer, 1958.

Louisville—R. J. Reynolds Tabacco Co., Nicholasville Pike, tobacco processing, warehouse facilities. Under const.

LOUISIANA

Alexandria—Bitucote Products, Ninth and Landa Sts., Billy Bob James, Supt., emulsified asphalt. Oper. began Summer, 1958.

Norco—Shell Chemical Co., R. C. McCurdy, Pres., acrolein, glycerine units. Oper. est. to begin late, 1958. \$10 million.

MAINE

Wiscasset — Satellite Corp. of America, Chewonki Rd., Brewster D. Doggett, Off., metal and plastic containers and structures. Oper. began July, 1958.

MARYLAND

Anne Arundel County — Pittsburgh-Des Moines Steel Co., J. E. Jackson, Pres., storage tanks, towers, structural steel elements. Oper. est. to begin Fall, 1958. \$1.5 million. (B)

Baltimore—Piersol Electroplating Co., 244 S. Wolfe St., George C. Pierpont, Owner, electroplating and polishing. In oper.

Glen Burnie—Ace Mfg. Co., 112 Roesler Rd., N. E., Arthur Laurance, Pres., slot machines. Oper. began July, 1958.

Pikesville—National Circuits, Inc., 2 Sherman Ave., Walter A. Johnston, Pres., printed circuits, cable, electronic assemblies. Oper. began July, 1958.

IN CANADA
for industrial sites
look at
CANDIAC
in the greater Montreal
metropolitan area

- Lowest prices
- Lowest taxes
- Lowest freight and water rates
- All transportation facilities: air — rail — water — road
- Only 9 miles from the heart of Montreal
- Large pool of available manpower

CANDIAC DEVELOPMENT CORPORATION

Suite 830, 1510 Drummond St.,
Montreal, Canada
AV. 8-6964

The big **PLUS**
...in **WEST** machines

grouped
controls

The grouping of instrument panel and controls in West-built machines allows the operator to make adjustments from one position, quickly, often while the machine is running. This is just one plus you get from West designed and built special machines. All West machines are rugged, precise, designed for greater efficiency.

INVESTIGATE THE PLUS-ES OF WEST



Dept. R1, Vawter Ave.
on C & O Ry.
Richmond, Virginia
Phone MILTON 4-3057

CREOSOTED
Piling, Poles, Lumber, Cross Arms,
Cross Ties

Also Penta- and Salt-Treated Lumber
Decay and Termite Proof
Docks for Ocean Vessels



American Creosote Works, Inc.

New Orleans, La.

Plants at Pensacola, Fla.; New Orleans, Winnfield, La.;
Louisville, Miss.; Jackson, Tenn.



Reg. U. S. Pat. Off.

Westmoreland Coal Company



Stonega Coke and Coal Company



Kentucky Sun Coal Company -
Old King Mining Company

No. 1 & No. 2

ASHLO SUNFIRE OLD KING HARDBURLY
Brown Fuel Company
HENSHAW

PREMIUM ANTHRACITE

Product of Jeddo-Highland Coal Company
Hazle Brook

Genco Anthracites & Bituminous Coals

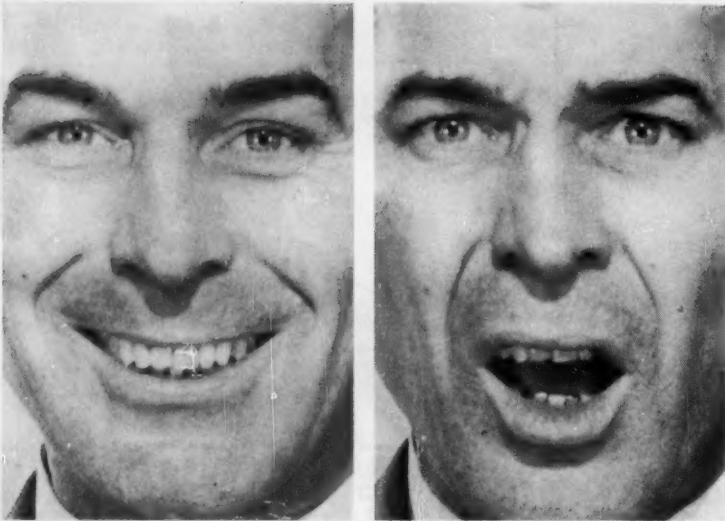
General Coal Company

123 SOUTH BROAD STREET . . . PHILADELPHIA 9, PA.

Cable Address: GENCO

↳ Branches ↳

BUFFALO CHARLOTTE, N. C. CINCINNATI CLEVELAND
IRWIN, PA. NEW YORK NORFOLK



MOVE MACHINERY, SURE! MY FAMILY, TOO?

Transplant equipment anywhere in the nation. You control its operating efficiency.

Transplant a man and his family to another area, and his efficiency depends upon community attitude.

THE HUMAN SIDE OF PLANT LOCATION:

This is where the Carolinas excel. Genuine warmth and friendliness are natural resources. Newcomers know they are welcome right from the beginning.

The same attitude is reflected in a newly modernized corporate tax structure.

Certainly in this industrial climate both plant and personnel will take root and grow happily.



CAROLINA POWER & LIGHT COMPANY

We invite you to use our plant location services in confidence and without obligation. Contact D. E. Stewart, Mgr., Area Development Dept., Raleigh, N. C. TEMple 2-4611.

OIL AND GASOLINE STORAGE TANKS



STANDARD OF QUALITY

Serving industry since 1923

BIRMINGHAM TANK COMPANY BIRMINGHAM
DIVISION OF THE INGALLS IRON WORKS COMPANY ALABAMA
P. O. Box 1490 Fairfax 2-3301

NEW PLANTS

MASSACHUSETTS

Auburn—Pratt & Inman, Inc., George H. Peterson, Pres., steel warehouse. Oper. est. to begin Fall, 1958. 50,000 sq. ft. \$500,000.

Braintree—Walworth Mfg. Co., George Jackson, Off., valves, fittings, pipes. Oper. est. to begin Aug., 1958. \$5 million.

Burlington—Joy Mfg. Co., Northwest Ind. Park, John E. Moody, Mgr. Under const.

Fall River—Carl N. Beetle Plastics Corp., Fall River Airport, R. John Griefen, Vice Pres. Subs. of R. M. Bradley & Co., Inc. Has purchased nine acre site.

Lowell—Interstate Container Corp., John St., Howard Epstein, Pres., design engineering dept., corrugated box plant. Limited oper. began July, 1958. 24,000 sq. ft. \$100,000. (B)

Shrewsbury—Unican Plastics Co., Rte. 20, Joseph C. O'Donnell, Pres., plastic products. Moved from Northboro. Oper. began July, 1958. (B)

Somerville—Swift & Co., 7 Medford St., John J. Sullivan, Mgr., food processing plant, service center. Oper. began June, 1958. 66,200 sq. ft.

South Acton—Air Reduction Sales Co., J. H. Humberstone, Off., liquid oxygen, nitrogen, argon. Oper. began June, 1958. \$9 million. (B)

Springfield—Julee Mfg. Corp., Dorset St., Julius Kaplan, Pres., sleeping bags, camping equip. Moving from Holyoke. Const. began June, 1958. \$400,000. (C)

Springfield—Ward Baking Co., 355 Chestnut St., Arnold Jackson, Pres., "Tip Top" baked products. Oper. began July, 1958. 31,600 sq. ft. (C)

Sudbury—Raytheon Mfg. Co., Charles F. Adams, Pres., missile program. Oper. began June, 1958. 200,000 sq. ft.

West Concord—General Radio Co., precision electronic measuring instruments. Oper. began June, 1958. 150,000 sq. ft. (D)

MICHIGAN

Allegan—Electro-Heat, Inc., Richard King, Off., specialized electrical heating units for industry. Oper. began July, 1958.

Battle Creek—Battle Creek Equipment Co., 307-309 Jackson St., Wendell E. Doty, Pres., health, medical and hospital equip. Oper. est. to begin Fall, 1958. 38,400 sq. ft. \$250,000. (B)

Clinton Township—Furniture City, 16 Mile Rd. and Gratiot. Oper. began June, 1958.

Colon—Sparton Extrusion Tool & Dye Co., Don Ives, Pres., camera heads, tools and dies. Oper. est. to begin Fall, 1958. (B)

Dundee—Dundee Cement Co., Dennis Temple, Off., cement. Aff. of St. Lawrence Cement Co. of Canada. Oper. est. to begin Jan., 1960. \$36 million.

Fenton—Worth Fibre Co., Beach St., Terence Rosa, Mgr., molded pulp containers, flower pots, minnow buckets. Oper. began July, 1958. 20,000 sq. ft.

Petoskey—McLaughlin Co., Robert D. Ryan, Vice Pres., nuts, auto clips. Under const. \$110,000. (B)

MINNESOTA

Minneapolis—G. M. Stewart, Pres., wood treating plant. Oper. est. to begin Oct., 1958.

Northfield—G. T. Schjeldahl Co., G. T. Schjeldahl, Pres., balloon and special fabrication div. Oper. began July, 1958.

Savage—Producers Container Co., James W. Algeo, Pres., cans. \$1 million. (C)

Worthington—Worthmore Ice Cream Co., Oxford St., Ed Flannery, Pres. In oper.

MISSISSIPPI

Columbus—HEF, Inc., R. Wolcott Hooker, Pres., ammonium perchlorate. Under const.

Greenville—Mosow Screw Co., William A. Mosow, Pres., screws, bolts, special small steel items. Moving from Waukegan, Ill. Oper. est. to begin late, 1958. 90,000 sq. ft. (D)

Greenwood—Precision Products, Inc., galvanized sheet metal specialities. Oper. est. to begin late, 1958. (B)

Mize—Mize Mfg. Co., rainwear, other garments. Oper. est. to begin late, 1958. (C)

Pelahatchie—Pelahatchie Wood Products, dimension mill. (B)

Water Valley—Chemell Hatcheries, Inc., baby chicks. Oper. est. to begin late, 1958. \$310,000. (B)

MISSOURI

Kansas City—Associated Research Products Co., Eternal Shield Div., plastic burial vaults. In oper. Summer, 1958.

Kansas City—Thompson Products, Inc., automotive parts, office and warehouse. In oper. 20,000 sq. ft.

Kennett—Emerson Electric Co., Henry Miller, Vice Pres. Home office: St. Louis. Oper. est. to begin late, 1959. 106,000 sq. ft. \$1.6 million. (D)

Lee's Summit—Western Electric Co., Harvey G. Mehlhouse, Vice Pres., electronic products, pilot plant. Oper. est. to begin Fall, 1958. 250,000 sq. ft. (D)

LeMay—National Cover & Mfg. Co. Under const. 50,000 sq. ft.

Noel—Aaron Processing Co., poultry processing plant planned. \$250,000. (D)

St. Louis—Essec Wire Corp., plant, warehouse. Under const. 23,000 sq. ft.

St. Joseph—Sun Garment Co., 2401 Hyde Parkway, H. L. Mummel, Gen. Mgr., garments. Oper. began June, 1958.

Springfield—Dayton Rubber Co., Clowes M. Christie, Pres. Has acquired 62 acre tract for a mechanical rubber goods mfg. plant. 175,000 sq. ft. \$2.5 million. (D)

Warrenton—Brinkley Mfg. Co., W. J. Brinkley, Pres., roller die facilities for cold roll forming of metal parts and components. Oper. est. to begin Sept., 1958. 84,000 sq. ft. (D)

Wellington—Standard Mfg. Co., Hwy. 24, Paul Lane, Owner, screw machine items, threaded products, machine and metal work. Moved from Kansas City. Oper. began June, 1958. (B)

MONTANA

Sidney—Blue Rock Products Co., Charles Johnson, Owner, bottling of soft drinks.

NEBRASKA

Ogallala—Good-All Electric Mfg. Co., G Building. Oper. began June, 1958.

NEVADA

No plants reported.

NEW HAMPSHIRE

No plants reported.

NEW JERSEY

Bloomfield—Faucett-Umphrey Corp., Telford Wright, Pres., church and institutional furniture. Moved from Morgantown. Oper. began June, 1958.

Cranbury—Carter Products, Inc., Henry H.

Hoyt, Pres., mfg., shipping, warehouse facilities for toiletry and proprietary products and for pharmaceutical div. Oper. est. to begin Summer, 1959. 250,000 sq. ft. \$3.5 million. (D)

Franklinville—Standard Chemical Co., Edwin Zinader, Pres., commercial, industrial and institutional chemicals, janitorial supplies. Aff. of Daycron Products Co.

Lakewood—Morrell Aluminum Products Co., Rte. 70, Albert De Serio, Vice Pres., aluminum products. Oper. est. to begin early, 1959. 32,000 sq. ft. (D)

Sayreville—Sayreville Paper Board Co., Jernee Mill Rd., paper and paper board, chip board. Oper. began July, 1958. (B)

Union—Schering Corp., Francis C. Brown, Pres., microbiological research and development lab. Const. began June, 1958. \$1.3 million.

NEW MEXICO

No plants reported.

NEW YORK

Bronx—Herold Radio and Electronics Corp., 241st St., radios and phonographs. Const. began June, 1958. 125,000 sq. ft. \$2 million. (E)

Cheektowaga—F. N. Burt Co., New Walden Ave., Thomas S. Duncanson, Pres., paper boxes and cartons. Subs. of Moore Corp., Ltd. Oper. est. to begin Spring, 1959. 445,000 sq. ft. \$4.25 million. (D)

Emporium—Meteor Mfg. Corp., George B. Erskine, Vice. Pres., tools and industrial components. Oper. began July, 1958.

Fulton—Nestle Co., milk processing. Oper. est. to begin early, 1959. 34,480 sq. ft. \$2 million.

The Perforated
Metal Lay-In
Acoustical
Panel

Licensed under Rigidized
Metals Corporation
Patent No. 2,443,170

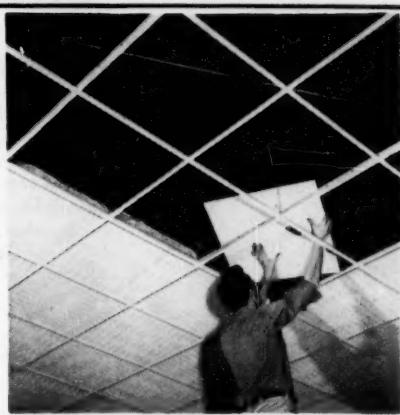
A New Concept in Acoustical Ceilings

... which meets every noise-control requirement in Schools, Hospitals, Restaurants, Food Markets, Bowling Alleys, Work Rooms, Offices, etc. with unsurpassed Appearance, Economy, Efficiency, Incombustibility and Ease of Installation.

A NEW illustrated bulletin, No. 47, gives complete information regarding DIAMONTEX Acoustical Panels and their application to either new or existing buildings. Write, today, for a free copy.

Beautified and
Rigidized by a
3-Dimension
Design

TRADE MARK
Registration
Applied For

Easily Installed and Removed
Versatile and Decorative

The distinctive 3-dimension rigidizing design creates a decorative diamond-shaped pattern on installed DIAMONTEX Panels, which varies 90-degrees in direction according to the manner in which the panels are laid in the supporting grid structure, as shown in the illustration above.

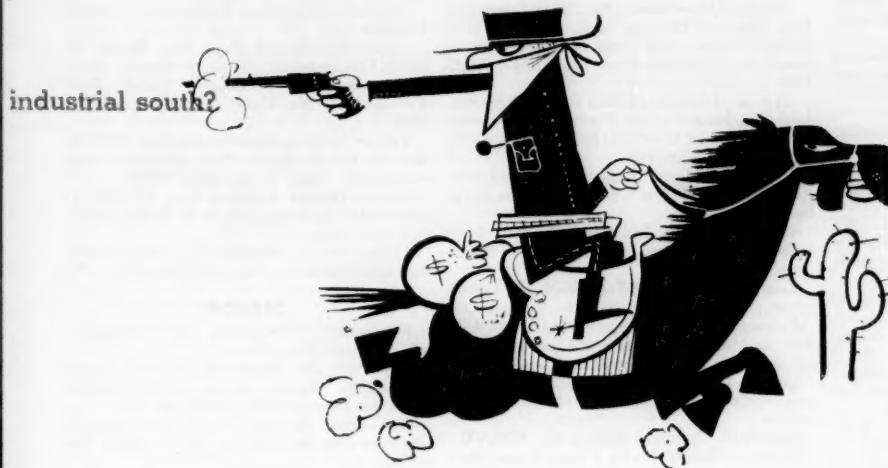
Provision is made, also, for applying DIAMONTEX Panels to existing acoustical ceilings by means of either screws or toggle bolts and a special type of molding which covers the heads of the screws or bolts after they are in place.

DIAMOND MANUFACTURING CO. WYOMING (Wilkes-Barre Area) PA.

is out-of-date market information robbing you of sales in the

50,000,000 CONSUMERS

Are you bothered by lack of reliable, up-to-the-minute data on the industrial south, America's fastest growing area? Now you can have the facts, gathered daily, reported every two weeks, delivered to your desk when you need it—not six months later. The SOUTHERN BUSINESS LETTER will bring you confidential, impartial reports and analyses of the latest trends in real estate, manufacturing, construction, banking and finance, tourism, agriculture, population growth, and other vital business barometers . . . things you don't have time to dig out yourself. Regular publication will begin in September. Be a charter subscriber so you won't miss a single copy of this fact-packed letter. Sample pilot letters are available for your inspection . . . send for one today without obligation.



**southern business letter
conway building
north atlanta 19, georgia**

I want the complete story on the SOUTHERN BUSINESS LETTER. Send information, prices and sample by return mail.

Name Title

Firm

Address

City Zone State

NEW PLANTS

Suffern—Rainbow Children's Wear, Ramapo and Chestnut Sts., Irving Gelford, Off., clothing. Oper. began July, 1958.

NORTH CAROLINA

Asheville—Ness Sanitary Wiper Co., textile fiber processing facilities. Div. of Slosman Corp. 10,000 sq. ft. (C)

Charlotte—General Latex and Chemical Corp., Gladding B. Coit, Pres., custom compounded latex. Oper. est. to begin Nov., 1958. 30,000 sq. ft. \$500,000 for bldg. (B)

Denton—Thermo-Products, John Lomax Jr., Mgr., heating and cooling equip. Oper. began July, 1958.

Efland—Southern Garment Co., women's dresses. (B)

Fayetteville—Chemell's Hatchery, E. W. McLawhorn, Mgr., baby chicks. \$325,000. (B)

Hickory—Jo-Mill Hosiery Co., men's stretch hosiery. (B)

High Point—American Furniture Co., U. S. Hwy. 29-A, furniture exhibition bldg. Home office: Martinsville, Va. Oper. est. to begin Oct., 1958. 35,600 sq. ft. \$200,000.

High Point—Dayton Rubber Co., 305 S. Hamilton St., foam fabricating plant, sales warehouse. In oper. 16,000 sq. ft. (B)

High Point—Deeks & Co., Tomlinson Rd., resins, colors, paint drums, sales warehouse. Home office: Cincinnati. Agent for Reichhold Chemicals, Inc. In oper.

High Point—Furniture Center, Inc., Wrenn St., Le Roy Briggs, Sr., Pres., furniture display center. Oper. est. to begin Fall, 1958. 60,000 sq. ft. \$250,000.

High Point—Powers Wire Products Co., Prospect St., staples, hog rings, pliers, stapling devices. Oper. est. to begin Aug., 1958. 23,000 sq. ft. \$180,000. (B)

Monroe—Monroe Machinery Co., Morris Kaplan, Pres., machinery. Oper. est. to begin Oct., 1958. 150,000 sq. ft.

Raleigh—Astra, Inc., J. Frank Coneybear, Pres., atomic energy research firm. Moving from Milford, Conn. Oper. began July, 1958.

Raleigh—Kellogg Switchboard & Supply Co., U. S. Hwy. 1-A, William W. Simonds, Mgr., micro wave plant, Div. of International Telephone & Telegraph Co. Under const. on 25 acre site, oper. est. to begin Oct., 1958. 210,000 sq. ft. \$500,000. (D)

Robersonville—Rob-Ville Mfg. Co., children's clothes. (C)

Roxboro—Person Farms, Inc., Robert I. Lipton, Pres., poultry processing. Oper. began June, 1958. (C)

Winston-Salem—Durlach Industries, Hwy. 158, Donald H. R. Durlach, Pres., metal products for electronic and aeronautical industries. Home office: Brooklyn. 11,000 sq. ft. (B)

NORTH DAKOTA

Jamestown—Core Craft Boat Co., John Olson, Pres., pleasure boats. Oper. began June, 1958. \$120,000. (B)

Kensel—Eckern Brothers, Inc., cattle trailers. Oper. began July, 1958.

OHIO

Akron—Goodyear Tire & Rubber Co. \$300,000.

Ashtabula—Molded Fiber Glass Body Co., Ann Ave., Robert S. Morrison, Pres., assembly oper., model and tool shop, sales and engineering depts. Oper. est. to begin Fall, 1958.

Canton—Hercules Motor Corp., engines. Moving from Berkley, Calif.

Cincinnati—White Motor Co. \$500,000.

Cleveland—Dow Chemical Co., polystyrene packaging film.

Cleveland—Foundry Services, Inc., Clifford Building Co. \$750,000.

Cleveland—Abe Kramer, 3210 Warrensville Center Rd.

Dayton—Alloy Steels, Inc., 2531 Needmore Rd., Edmond Heaney, Mgr., hot and cold finished carbon and alloy bars, tool sheets, plates, stainless steel. Oper. est. to begin Aug., 1958.

Dayton—Jalousies of Ohio Co., 4400 Springfield Rd., Jesse Philips, Pres., jalousie doors, windows, patios. Oper. est. to begin Fall, 1958. 27,000 sq. ft. \$300,000.

Dayton—Miami Valley Milk Producers Assn., Leslie C. Mapp, Gen. Mgr., hdqrs. bldg. In oper.

Dayton—Modern Industrial Plastics, Inc., Victor Reiling, Pres., molding of "Teflon" resin. \$150,000. (B)

Edgerton—Edgerton Tool Co., tools. Const. began July, 1958.

Fairborn—American Aggregates Corp., William E. Hole, Pres., sand and gravel. Oper. est. to begin late, 1958. \$500,000.

Logan—Logan Clay Products Co., clay pipe processing. Oper. est. to begin Aug., 1958. \$1 million.

Mansfield—National Seating Co. \$750,000.

Medina—Harold Deeks & Sons Nurseries.

Mentor Village—Fluid Controls, Inc., Vine St., Donald Rust, Mgr., hydraulic valves, devices. Const. est. to begin Fall, 1958.

Monroe—Manchester Machine Co., Rte. 25, James D. Boyd, Pres., papermill machinery. Subs. of Diamond Gardner Corp. Oper. est. to begin early 1959. 100,000 sq. ft. \$1.5 million. (D)

Mount Vernon—Copper-Bessemer Corp., transferring parts dept. from Grove City, Pa.

Mount Vernon—Weyerhauser Timber Co. Under const. \$600,000.

BUILDING A NEW PLANT?

If so, ID would like to hear about it. Whenever your company expands into a new facility, write full details to New Plant Department, Conway Publications, North Atlanta 19, Georgia.

Niles—Salerno-Megowen Biscuit Co., Caldwell Ave. and Howard St., George F. Salerno, Pres. Oper. est. to begin Fall, 1958. 256,000 sq. ft. \$5 million.

Orrville—Hagen Chemical and Controls, Inc., automatic logging and temperature control monitoring equip. Moving from New York.

Plum Brook—Lewis Flight Propulsion Laboratory, rocket research facility planned. \$5 million plus.

Rittman—Ohio Central Telephone Co.

Wooster—Buckeye Aluminum Div., U. S. Metalcraft Co. Transferring oper. from Detroit.

Youngstown—Rolled Form Products Co. Moving prod. facilities of Flexangle Co. from West Hartford, Conn.

OKLAHOMA

Chickasha—L And B Sheet Metal Co., 1317 Frisco, Kenneth W. Hall, Pres., sheet metal work. Oper. began June, 1958.

Hooker—Tex-Co Grain Co., grain storage elevator.

Oklahoma City—Norick Brothers, Willow Springs Ind. Dist., Henry Norick, Pres., printing firm. Oper. est. to begin March, 1959. 50,000 sq. ft. \$400,000. (C)

Oklahoma City—Transcon Truck Lines, regional terminal. \$Multi-million.

Texhoma—Charlene Frocks, Inc., dresses. In oper.

Tulsa—Barada and Page, Inc., Walter M. Betts, Pres., agricultural and industrial chemicals, office and warehouse. Home office: Kansas City, Mo. Oper. est. to begin Aug., 1958.

Tulsa—Smithco Engineering, Inc., 602 W. 41st St., Orville Smith, Pres., air cooled heat exchangers. Oper. began June, 1958.

Tulsa—Tuloma Builders, Inc., E. 41st St. and S. Memorial Ave., Clyde W. Wyant, Pres., pipe fabrication.

Vinita—Viking Freight Co., relay point. Site selected. Home office: St. Louis, Mo. (B)

OREGON

Beaverton—Tektronix, Inc., electronics mfg. In oper. \$1 million.

Bend—Henslee Mobile Homes, Inc., Cletus C. Henslee, Owner, mobile trailers homes. Oper. began June, 1958. \$150,000. (B)

Clackamas—Safeway Stores, Inc., distribution center under const. on 46 acre tract. \$10 million.

The Dalles—Harvey Aluminum Co., Leo Harvey, Pres., aluminum reduction. Oper. est. to begin Sept., 1958. \$52 million. (D)

Hillsboro—Haley's Foods, Inc., William Watkins, Pres., food processing. Oper. est. to begin Fall, 1958. \$250,000. (B)

Milton-Freewater—Continental Can Co., James Stowing, Mgr., can mfg. Oper. began June, 1958.

Milwaukie—Mail-Well Envelope Co., envelopes. 75,000 sq. ft. \$500,000.

Milwaukee—Pak-Well Paper Products. Subs. of Mail-Well Envelope Co. Under const. \$300,000.

Portland—Blake, Moffitt & Towne, paper and allied products distribution warehouse. In oper. \$1 million.

Portland—California and Hawaiian Sugar Refining Co., bulk sugar and syrup. In oper. \$250,000.

Portland—Dwyer Lumber Co., Anthony J. Dwyer, Pres., plywood sheathing. Oper. began June, 1958. \$1.5 million.

Portland—Firestone Tire and Rubber Corp., Rockwood Ind. Dist., warehouse and retreat facility. In oper. 152,000 sq. ft.

Portland—Merck Sharp & Dohme, NE Lombard St., drugs, office and warehouse. Under const. 30,000 sq. ft.

Portland—Oregon Transfer Co., commercial warehouse operation. In oper. 100,000 sq. ft. \$600,000.

Portland—Sunnybrook Farms, dairy processing. Under const. \$300,000.

Portland—Terminal Ice and Cold Storage Co., cold storage and quick freezing facility. In oper. \$500,000.

Portland—Waterway Terminals Co., dock and warehouse. Subs. of Crown Zellerbach Corp. Under const. on 23 acre waterfront site. 485,000 sq. ft. \$2 million.

Salem—Pilgrim Turkey Packers, 901 N. Front St., Tom Dybavd, Pres., turkey processing plant. Oper. began July, 1958.

Tigard—Western Foundry Co., gray iron products foundry. Home office: Portland. Under const. on 8 acre site.

Tillamook—Tillamook Veneer, Elmer Hall, Gen. Mgr., plywood. Oper. began June, 1958. \$425,000. (C)

NEW PLANTS

PENNSYLVANIA

Ambler—Melrose Lighting Co., Ft. Washington Ind. Park, F. Homer Hagaman, Pres., lighting equip. Oper. est. to begin Aug., 1958. \$250,000.

Bensalem Township—Paxton Mfg. Co., Thomas D. Paxton, Pres., floor sweeping compounds. Oper. est. to begin Fall, 1958. \$93,000. (B)

East Greenville—Pillsbury Mills, H. E. Clark, Off., fresh dough products. Oper. est. to begin Sept., 1958. 160,000 sq. ft. \$2 million.

East Stroudsburg—Drackett Co., Rogers H. Drackett, Pres., Drano and Windex. Home office: Cincinnati. Oper. est. to begin Fall, 1958. 30,000 sq. ft.

Harmony—Kieckhefer Container Corp., John Conboy, Off., milk carton containers. Oper. began July, 1958. (B)

Kane—New York Lumber and Panel Co., John T. Generali, Pres., redwood furniture. Moving from New York. Oper. est. to begin Fall, 1958. \$80,000. (B)

Marcus Hook—Olin Mathieson Chemical Corp. and Sun Oil Co., Stanley Osborne, Olin Pres., Robert G. Dunlop, Sun Pres.; urea plant planned.

Meadville—Frontier Homes Corp., Penna. Div., Rogers Ferry Rd., William W. Wood, Vice Pres., mobile homes. Oper. est. to begin Aug., 1958. \$400,000. (D)

Mount Pleasant—Pittsburgh Screw and Bolt Corp., Donn D. Greenshields, Pres., bolts, nuts. Moving from Pittsburgh area. Oper. began July, 1958. \$6 million. (D)

Mount Union—Robin Footwear Corp. Oper. est. to begin Aug., 1958.

New Philadelphia—Scutta Coal Co., Inc., Robert B. Scutta, Pres., medium and fine sized coal. Oper. began June, 1958.

Palmyra—Endicott Church Furniture, Inc., Don Endicott, Pres., pews, chancels, other church furniture. Oper. est. to begin late, 1958. (B)

Philadelphia—General Electric Co., V. L. Cox, Mgr., high voltage laboratory. Oper. est. to begin July, 1959. \$1 million.

Trexertown—Air Products, Inc., Rte. 222, Leonard P. Poole, Pres., mfg.; administrative, and utility bldgs., waste disposal plant. Oper. began June, 1958. 95,000 sq. ft. \$1 million. (E)

Williamsport—Vidmar, Inc., Jack Klein- oder, Pres., modular industrial storage system, steel cabinets. Oper. began June, 1958. \$400,000.

RHODE ISLAND

Cranston—Arlroe Chemical Div., Geigy Chemical Corp., 180 Mill St., Dr. Rolf Bernegger, Mgr. Oper. est. to begin 1959. (B)

SOUTH CAROLINA

Central—Jumbo Mfg. Co., wood specialties, novelties. Oper. est. to begin Fall, 1958. 80,000 sq. ft. \$1 million (D)

Gaffney—Garment plant. Oper. est. to begin Fall, 1958. 25,000 sq. ft. (D)

Spartanburg—Actovision Tube Co., television tubes. \$250,000. (B)

Trenton—Diversified Products, plastic tubes for irrigation.

SOUTH DAKOTA

Rapid City—Black Hawk Mobile Homes, Inc., Ralph Thomson, Pres., mobile home trailers. Oper. est. to begin Aug., 1958. \$250,000. (B)

Volga—Volga Farmers Co-Operative Creamery Co., Garman Hesby, Off., dried milk. Oper. est. to begin April, 1959. \$268,500.

TENNESSEE

Crossville—Crossville Rubber Products, rubber items. Oper. began July, 1958. 26,000 sq. ft.

Fountain City—CAPCO, Bill Hunt, Pres., asphalt. Oper. began June, 1958.

Jackson—The Jackson Co., Sumner Williams, Pres., aluminum lithograph plates. Owned by Sumner Williams Co. of East Boston, Mass. Oper. est. to begin Fall, 1958. (C)

Manchester—Hill Packing Co., dog food. Has optioned 5 acres. (B)

McMinnville—McMinnville Casting Co., Inc., Morrison Rd., Frank C. Cobb, Pres., machine tool parts. Has obtained 6 acre site. 18,000 sq. ft. (C)

Nashville—Electronic Components, Inc., 309 Eleventh Ave., S., Fred W. Wright, Pres., miniature electrolytic capacitors. In oper.

Portland—Davis Cabinet Co., Lipscomb Davis, Pres., furniture plant planned. Home office: Nashville.

South Fulton—Henry I. Siegel Co. has purchased 11.46 acre site. Moving from Fulton, Ky. \$300,000.

Sparta—Blackford Mfg. Co., J. F. Blackford, Owner, lawn furniture and chairs. Moving from Chattanooga. (B)

TEXAS

Arlington—Container Corp. of America, Great Southwest Ind. Dist., folding cartons. Home office: Chicago. Has selected 4,000 acre site. 190,000 sq. ft. \$2.5 million. (D)

Corpus Christi—Sears-Roebuck Co., Corpus Christi Ind. Dist., warehouse. Oper. est. to begin late, 1958. 40,000 sq. ft.

Fort Worth—Alcon Laboratories, Inc., W. C. Conner, Pres.; rhinologic and sterile oph-

POWER TOOL TABLE

This Power Tool Table was first designed and built in our shop to meet our own tough engineering purposes. It proved itself so versatile, so sturdy, it has been put into production and now is available to you.

Hi-tensile Cast Iron

Slotted table top mounts different sizes and types of power tools: jigsaw, grinding wheel, vise, drill press, pipe threader.



\$28.50



NON-TIPPING

SPECIFICATIONS: Height: min. 33 1/4", max. 40". Area occupied: under 2 sq. ft. Weight: approx. 70 lbs. Table top size: 12" x 12". Table top rotation: 360°.

Write or call:

PHILLIPS & BUTTORFF CORP.

811-12th Ave. N.
Nashville, Tenn.

NEW PLANTS

thalmic pharmaceuticals. First of three units in oper. June, 1958. \$1 million.

Fort Worth—Farmcraft Feeds, Inc., James R. Wilson, Gen. Mgr., sacked feeds, blended minerals and vitamins. Hdqrs: Des Moines. Oper. est. to begin early, 1959. 8,200 sq. ft.

Fort Worth—Latson, Inc., Hawes Ind. Center, 1200 E. 1st, Claud H. Latson, Pres., health machines. Oper. began July, 1958.

Greenville—Walker-McDonald Enterprises, Hwy. 67-T, Ray Herr, Gen. Mgr., geophysical drilling bits. Oper. began July, 1958. (B)

Houston—Sofabed Industries, Inc., Joseph Dyohe, Pres., living room furniture. Oper. began June, 1958.

Houston—Southwest Carbon Co., J. O. Spaulding, Pres., portable carbon black burners.

Jacksonville—J-Tex Panel Co., Kjell Stordalen, Pres., panel boards for furniture trade. Oper. est. to begin late summer, 1958.

Longview—Stemco Mfg. Co., E. Longview Ind. Park, Ben W. Cook, Sect'y-Treas., specialized products for trucks and trailers. Home office: St. Charles, Mo. Oper. est. to begin Nov., 1958. 23,400 sq. ft. \$500,000.

San Antonio—De Vilbiss Mfg. Co., F. E. DeVilbiss, Pres., walk-in coolers and freezers. Oper. began June, 1958. (B)

Stephenville—Structural Plastics, Inc., U. S. Hwy. 377, William R. Orr, Pres., construction industry products. Const. began July, 1958.

UTAH

Logan—Anderson Coach Co., James A. Guest, Pres., mobile homes. Home office: East Tawas, Mich. Oper. est. to begin Sept., 1958. \$260,000. (C)

VERMONT

Burlington—General Electric Co., missile nose cones. In oper. \$750,000.

VIRGINIA

Berkley—Perlin Packing Co., 435 E. Indian River Rd., Norman Perlin, Pres., meat packing plant. Oper. began June, 1958. 20,000 sq. ft. \$400,000. (B)

Big Stone Gap—Old Dominion Power Co., J. S. Crosthwaite, Jr., Gen. Mgr., warehouse. Oper. began July, 1958.

Clinchfield—Clinchfield Coal Co., light-weight aggregate. Div. of Pittston Co. Oper. est. to begin Dec., 1958. \$1.5 million. (B)

Fairfax County—Atlantic Research Corp., Shirley Hwy. and Edsell Rd., Tom Nicholson, Off., propellants and parts proving for Vanguard rocket. Oper. est. to begin Sept., 1958. \$1 million. (B)

Harrisonburg—Harrisonburg Coca-Cola Bottling Works, Inc., B. F. Coffman, Off., beverages. Oper. est. to begin Jan., 1959. (B)

Lynchburg—Lynchburg-Westover Dairies, C. L. Fleshman, Pres., plant planned. \$500,000.

Mt. Sidney—Aluminum Burial Vault of Virginia, Joseph C. Dell, Pres., burial vaults. Oper. began July, 1958. (B)

Norfolk—Colonial Stores has signed contract for const. of \$5 million food distribution center for Va., Md. and N. C.

Salem—Kroeger Co., Paxton C. Judge, Vice Pres., warehouse. Oper. began July, 1958. \$1 million plus.

South Boston—White House Milk Co., L. T. Davis, Pres., dairy products. Oper. began July, 1958.

WASHINGTON

Bellevue—Safeway Distribution Plant, grocery distribution. \$3.5 million. (D)

Federal Way—Auburn Area—United States Projector Corp. (B)

New Castle—Builders Brick Co., building brick products. \$1.2 million. (B)

Vancouver—Ideal Cement Co., cement storage and distribution. Under const. on deep-water site. \$2 million.

Vancouver—Pacific Cooperatives, plans oil refinery. \$Multi-million.

Walla Walla—Blue Mountain Reload Co., pulp timber purchasing.

Walla Walla—Cascade Container Corp. Subs. of Boise Cascade Corp. In oper.

WEST VIRGINIA

Arroyo—Stauffer Chemical Co. has purchased 271-acre site along Ohio River for chemical plant.

Charleston—Chesapeake and Potomac Telephone Co., MacCorkle Ave. Oper. est. to begin late, 1959. 40,000 sq. ft. \$3.3 million building permit. (E)

Fairmont—Kendore Mfg. Co., metal, glass and wood products. (B)

Martinsburg—Harris Motor Express, truck terminal and office bldg. Oper. est. to begin Oct., 1958.

Mount Hope—U. S. Bureau of Mines, coal mine laboratory, offices. Oper. est. to begin 1959. \$586,200.

WISCONSIN

Milwaukee—Briggs & Stratton Corp., C. L. Coughlin, Off.; service dept. and warehouse. Oper. began July, 1958. \$1 million plus.

Milwaukee—General Merchandise Co., David Kritzak, Off.; warehouse, distribution. Oper. est. to begin June, 1959. \$3 million.

Waukesha—Dairyland Food Laboratories, Inc., 620 Progress Ave., Merle G. Farnham, Off.; research and development labs., test manufacturing and processing. In oper.

WYOMING

Glenrock—Cabot Carbon Co., E. L. Green, Vice Pres., extraction of gasoline, butane, propane. Oper. est. to begin late, 1958. \$1 million.

Lovell—Ranch Products Co., Tom Asay, Off., egg processing. In oper.

Opal—El Paso Gas Co., natural gas processing. Const. began June, 1958. \$4.5 million. (D)

ALASKA

No plants reported.

CANADA

ALBERTA

Breton—Goliad Oil & Gas Ltd., absorption plant. Under const. \$2 million.

Calgary—Imperial Oil Ltd., modernization of oil refinery. Under const. \$17 million.

Edmonton—Canadian National Railways, diesel shop. Under const. \$1.5 million.

Lethbridge—Lethbridge Feed Services Ltd., cattle feeds. Under const.

Lethbridge—Western Canada Seed Processors Ltd., vegetable oil. Under const. \$2.7 million.

Okotoks—Shell Oil Co. Ltd., sulphur plant. Under const. \$2 million.

Wabamun—Fibre Board Mfg. Ltd., fibre board. Under const. \$500,000.

BRITISH COLUMBIA

Burnaby—Shell Oil Co. of Canada Ltd., petroleum products, distillate hydrodesulphurizer. Under const. \$2 million.

Dawson Creek—Canadian Liquid Air Co. Ltd., oxygen, acetylene. \$250,000.

Dawson Creek—X-L Refineries Ltd., asphalt. In oper. \$350,000.

Kelowna—Crown Zellerbach Canada, Ltd., Paul T. Sinclair, Pres.; corrugated paper boxes, factory and warehouse. Const. est. to begin Sept., 1958. 32,500 sq. ft. \$350,000.

Vancouver—Imperial Oil Ltd., petroleum products, new office bldg. Under const. \$2.2 million.

Vancouver—O'Keefe Brewing Co. (B. C.) Ltd., beer, ale. Const. est. to begin late, 1958. \$4 million.

Vancouver—Wilkinson Co., Ltd., wholesale trade, warehouse. In oper. 100,000 sq. ft. \$1 million.

MANITOBA

St. James—Atlas Steels Ltd., steels distribution warehouse. Oper. est. to begin Fall, 1958.

St. James—Railway & Power Engineering Corp., J. Johnson, Dist. Mgr.; aircraft, foundry, machine shop and railway, mining and industrial supplies. Oper. est. to begin Fall, 1958.

Winnipeg—MacKenzie Storage Ltd., 185-187 Bannatyne Ave., David Milliken, Gen. Mgr., storage facilities. Oper. est. to begin 1959. \$300,000.

Winnipeg—Siemens Bros. (Canada) Ltd., 419 Notre Dame Ave., H. T. Wormell, Pres., telecommunication equip. Oper. est. to begin Sept., 1958. (C)

NEW BRUNSWICK

Beaver Harbour—Conner Brothers Ltd., Donald McLean, Off., frozen fish fillets. Oper. began June, 1958. \$500,000. (C)

St. John River—Beechwood Power Dam, owned by New Brunswick Hydro Electric Power Comm. Oper. began June, 1958. \$27 million.

ONTARIO

Picton—Lake Ontario Portland Cement Co., Ltd., cement plant. Oper. began June, 1958. \$16 million. (D)

Toronto—Mack Trucks, Inc., P. O. Petersen, Pres., sales service plant. Under const. \$1 million.

Toronto—Prudential Insurance Co., Carroll M. Shanks, Pres., headquarters planned. Home office: Newark. \$12 million.

QUEBEC

Montreal—BP Canada Limited, T. Graeme McLintock, Vice Pres., refinery. Oper. est. to begin mid-1960. \$30 million. (D)

SASKATCHEWAN

Regina—Imperial Oil Ltd., W. O. Longworthy, Mgr., high octane gasoline. Oper. est. to begin late, 1959. \$3 million.

Weyburn—Western Wire and Cable, Ltd., T. Termunde, Pres., plastic covered wire, polyethylene pipe and film.

PUERTO RICO

Catano—Pan American Building Forms, Inc., aluminum forms used in housing developments. Aff. of Emco Corp., Evansville, Ind. Oper. began July, 1958.

Fajardo—Ewing Development Corp., "kool-shade" sunscreens. Home office: Bay City, Mich. Oper. began July, 1958.

San Juan—Allied Paper Corp., telephone type relays. Home office: Chicago. Oper. began July, 1958.

DIRECTED BY

Richard Edmonds . . . 1882-1930
Frank Gould . . . 1930-1943
William Beury . . . 1943-1955
McKinley Conway . . . 1956

MANUFACTURERS RECORD

(IN REVIEW)



AUGUST 1884

(AS ABSTRACTED MORE THAN 70 YEARS LATER)

BALTIMORE, MD.

RAILROAD MANUAL

Poor's Manual of Railroads for 1885 is a splendid work, of over 1,000 pages, bringing down to the latest dates the statistics of the vast railroad interests of the United States, in detail for every road as well as in the aggregate for all combined. The full particulars of each road—its mileage, principal officers and their addresses, amount of rolling stock owned, earnings from all sources—and a large amount of other valuable information are given for every railroad in the country.

There is also a map of each State showing the county lines, railroads, principal cities and towns, &c. It is difficult to over-estimate the value of this book. As a reference on all railroad matters it is constantly in demand. No one interested in any way in railroads can afford to be without it. It is for sale by the Baltimore News Company.

IRON TRADE OUTLOOK

A dispatch from Pittsburgh says: "The outlook in the iron trade has not been more favorable for a number of years than it is at present. Signs of improvement are coming to the surface every day, and the manufacturers are beginning to concede that the black mantle of depression is gradually being lifted from the staple industries of Pittsburgh. Orders are increasing rapidly, and many mills are running on double time." From other sections reports of the same character are becoming quite numerous, and it now looks as though the turning point toward good times has been passed.

NOTES FROM DIXIE

The Newberry, S. C. Herald gets on the war path over an item of mine which says: "It is predicted that in three more years the Columbia & Greenville Railroad will be ruined and abandoned." To this item, which it copies, the Herald says: "Without knowing anything of the inner life of the railroad, we feel warranted in saying that this prediction was made so as to get up a corner against it; to alarm the stockholders, and thereby depreciate the value of the property and enforce its sale at ruinous figures."

Now it is quite evident the editor who got up this comment knows as little about the object and aim of MANUFACTURERS' RECORD as he does about the railroad question. In the first place had he taken the trouble to look into his file he would have seen in "Dixie Notes" especial attention has always been paid to the R. & D. system of roads. The prediction, which the Herald man complains of, was made by a man who is far more interested in the Columbia & Greenville Road than any man in Newberry.

In order to bear expenses and pay anything

the Columbia & Greenville Road must earn five cents a mile per ton on freights; upon this the prediction was based. It was not the opinion of the writer, but the opinion of a railroad man who knows more in a minute about matters than the Herald man will ever know.

SOUTH'S BRILLIANT PROSPECTS

Only once in the last 10 years, and that in 1880, have the August reports as to the condition of the cotton crop been better than at present. The acreage in that year was less than the acreage of this year by over 2,000,000 acres, possibly 250,000,000 acres. While the present condition of the cotton crop has, as already said, been surpassed once only in the past 10 years, we doubt that there was ever before a season in which the average condition of the cotton, corn, rice, tobacco, sugar and fruit crops was as high as present. It is, indeed, a marvelous tale of wonderful crops that comes up from the whole South. From one end of the South to the other there are songs of praise for the magnificent crops now almost absolutely assured. We do not remember to have ever seen the Southern press and the Southern people so jubilant—milder word will hardly express it—over the improved outlook of their whole section and every business interest than at present.

Not only will the cotton crop in all probability exceed the largest crop ever before produced, but the corn crop will be the biggest ever raised, and will probably be very nearly equal to the entire consumptive wants of the South in that direction; while tobacco also follows in the same good line of the biggest crop on record, with fruits doing the same, and sugar and rice not falling far behind.

Moreover, it is the universal testimony of all authorities that these crops have been produced at a lower cost than ever before.

The United States Agricultural Department, under date of August 10, says the returns to the department "make a slight improvement of the condition of cotton on the 1st of August, the general average being 96½, a point only once exceeded in the August returns of 10 years—in 1880. The average in August, 1882, was 94, and only South Carolina and Alabama exceeded their present figures."

The crop of 1882 stood at 94, was 6,949,756 bales on 16,276,000 acres. This year the acreage is 2,000,000 acres or more greater than in 1882, and the condition of the crop at present is better than at the corresponding time of that year. The National Cotton Exchange, in its August report, makes the condition of the crop 97—a fraction higher than the Agricultural Department; while the Agricultural Departments of the various States make equally as satisfactory returns.

—ISSUES—
POLICIES OF INSURANCE

Covering all
Loss or
Damage to



A CAREFUL INSPECTION
OF THE
BOILERS,

Boilers, Buildings & Machinery ARISING FROM STEAM BOILER EXPLOSIONS.

The Business of the Company Includes All Kinds of Steam Boilers.

Full information concerning the plan of the Company's operations can be obtained at the COMPANY'S OFFICE, Hartford, Conn., or at any agency.

M. ALLEN, Pres't. W. B. FRANKLIN, Vice-Pres't. J. B. PIERCE, Secy.

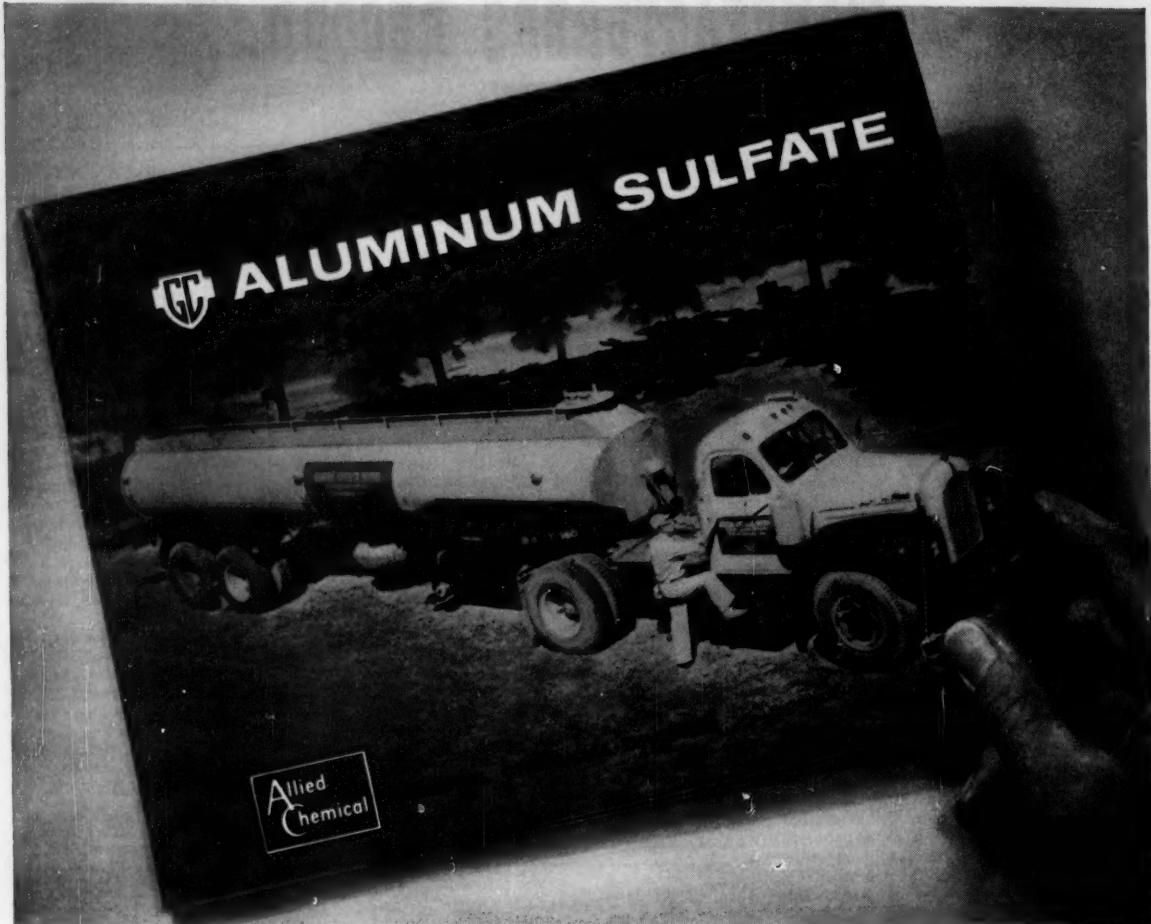
BOARD OF DIRECTORS:

J. M. ALLEN, President.
LUCIUS J. HENDEE, President, Etna Fire Insurance Co.
F. W. CHENEY, Asst. Pres't, Cheney Bros. Silk Mfg. Co.
CHARLES M. BEACH, of Beach & Co.
DANIEL PHILLIPS, of Adams Express Co.
G. W. HARRIS, Pres't, New American National Bank.
R. W. JARVIS, Pres't, Colt's Patent Arms Mfg. Co.
THOMAS O. ENDERS, Secretary, Etna Life Insurance Co.
LEVERETT BRAINARD, of Case, Lockwood & Brainard.

GEO. WM. B. FRANKLIN, Vice-President, Colt's Patent
Fire Arms Manufacturing Co.
GEO. CROMPTON, Crompton Loom Works, Worcester.
WILLIAM ADAMSON, of Baeder, Adamson & Co., Phila.
HON. THOMAS TALBOT, Ex-Governor of Massachusetts.
NEWTON JAMES, of New England Wool & Woolen, Hartford.
NATHAN HOLLISTER, of State Bank, Hartford.
CHAS. T. PARKEY, of Baldwin Locomotive Works, Phila.
HON. H. C. ROBINSON, Attorney-at-Law, Hartford.

LAWFORD & MCKIM, Agents for Maryland, 10 S. Holliday St., Baltimore, Md.

NOW! from General Chemical...



Helpful New 32-Page Data Book on ALUM

Every user of aluminum sulfate should have this important new technical bulletin! Prepared by General Chemical, America's foremost Alum producer, this fact-filled book contains carefully selected data which Alum consumers need most often and find

most helpful.

Having special emphasis on liquid Alum, it provides authoritative information on:

- ✓ *physical properties*
- ✓ *storage and handling*
- ✓ *methods of analysis*

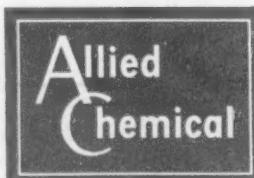
Included are many valuable

tables and graphs covering viscosity, pH, freezing point curves, Baumé tables and temperature corrections for liquid Alum solutions, conversion charts, etc.

Copies are free.

Please use company letterhead when you request yours.

*Basic Chemicals for
American Industry*



GENERAL CHEMICAL DIVISION

40 Rector Street, New York 6, N. Y.

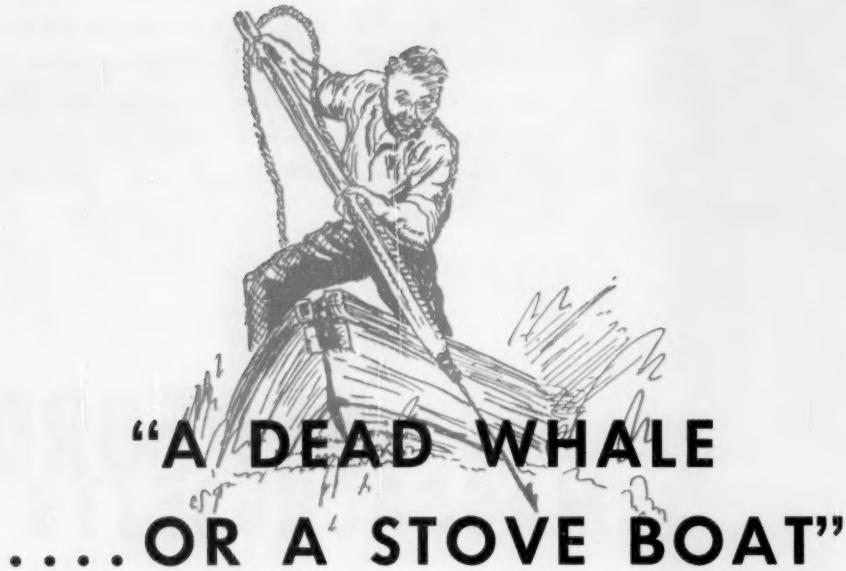
Few cities anywhere have ventured so much on bringing in new industry to provide more job opportunities. As a result, New Bedford today can offer you a choice of sites in a shining new 800 acre industrial district, along a redeveloped section of the city's fine waterfront, or adjoining the runways of the trim airport. You'll want to know more about the local program aptly called "Cooperation Unlimited."

NEW BEDFORD MASSACHUSETTS



AN AREA SURVEY by *Industrial Development*
and Manufacturers' Record

THE NATIONAL GUIDE TO INDUSTRIAL PLANNING AND EXPANSION



Back in the days when New Bedford was a world whaling center, this motto expressed the whaler's determination to bring back a whale or be destroyed in the attempt. Today, the same spirit of courage and determination can be seen in this New England city's all-out effort to attract new industrial enterprises.

NEW BEDFORD, MASS. "With all the wonderful cooperation we are getting here, our industrial development program is bound to pay off." Thus Mayor Francis J. Lawler asserts that he, along with the entire population of New Bedford, is betting on the city's ambitious economic improvement plan.

And it's a bold plan. It's taken time, hard work, and money. In fact this is a story to warm the heart of a site-seeking executive.

The story starts back in 1949 when a small group of local citizens set in motion the legal machinery which led to the formation of the New Bedford Industrial Development Commission. This was one of the first such commissions in Massachusetts and required special permission from the State Legislature to appropriate money from tax funds for the purpose of promoting the city's industrial development.

The first budget was \$50,000. The embryonic IDC attempted to attract

new industry to the existing vacant textile mills of the town. But progress was slow.

In 1955 the commission under leadership of Joseph Duchaine retained an executive director and set up several important objectives. First there was the realization that blue-chip industry could not be attracted without providing the industrial environment it desired. This meant that New Bedford needed an industrial park so that a more attractive offer could be made to site-seeking firms.

It was also recognized that there was a distinct need for money to aid industrial development and to this end an industrial foundation was organized. Finally, the leaders of the movement recognized the need for a broad program of civic improvement at all levels.

Under the chairmanship of John J. Gobell and with the full support of service clubs, the New Bedford *Standard-Times*, publisher Basil Brewer, editor and general manager Charles J.

Lewin, and the city's two radio stations the industrial foundation raised \$600,000.

Here was the first public display by the townspeople of "cooperation unlimited" as they gave in outright cash donations an amount which exceeded the original goal of \$400,000 by 50 per cent. It was evident that the IDC and the Greater New Bedford Industrial Foundation was selling the citizens on the idea that industrial development was not so much a matter of the town wanting outside industry but of getting outside industry to want New Bedford.

Of special significance was the campaign of Francis J. Lawler for Mayor on a platform of accelerated economic development. His smashing victory left no doubt about the feelings of the citizens toward the program.

Under Mayor Lawler's guidance, with the approval of the City Council, and on the recommendation of the IDC, the municipality agreed to finance all



In this aerial view of historic New Bedford the interesting architecture characteristic of the port is clearly evident, providing vivid contrast to the modern Fairhaven bridge and industrial installations in the background.

of the necessary facilities for the industrial park project. This included roads, sewers, water, and utilities.

About the same time, in the late summer of 1955, George W. Warnecke and Co. Inc. New York mortgage finance firm, announced that it was prepared to spend up to 50 million dollars to develop an industrial park in New England. New Bedford developers immediately of 1955, George W. Warnecke and within a year plans were officially announced by the Warnecke Company for the development of the park here.

Even then the project was far from set. The tightening money situation and other factors caused the Warnecke organization to announce that consideration was being given to abandoning the project a few months later.

It was this near fatal blow that sparked the town and its citizens to action and, rather than discouraging them, drew them closer together in a vivid demonstration of "cooperation un-

limited."

Spearheaded by the Mayor, the *Standard-Times* and the radio stations, offers of support and cooperation poured in from church leaders, schools, housewives, business associations, women's groups, professional men and unskilled laborers, merchants, labor unions and citizens from all walks of life. (See ID, April, 1957, page 32.)

It was this spontaneous outburst which caused the Warnecke organization to reevaluate the situation and go

ahead with the plans for the park because, as Warnecke pointed out: "This reaction by the citizens of New Bedford demonstrates the type of cooperation which industry all over the country is seeking at the local level."

Today the results of this cooperative effort are beginning to be seen. The industrial park, one of the most impressive undertakings of this type in the country, is fast taking shape.

The site is bounded by a four-lane expressway (State Route 140) which connects Boston and New York. A cloverleaf-type intersection carries thruway traffic directly into the park entrance. Inside the park the visitor finds an impressive industrial boulevard with landscaped park in the center.

This industrial boulevard provides an air of spaciousness as well as insuring easy flow of traffic in and out of the park and between the various elements. Already graded for about a mile it will eventually extend the entire

ID AREA SERIES

The accompanying editorial survey of plant location factors in New Bedford, Massachusetts, was conducted for the New Bedford Industrial Development Commission, the Greater New Bedford Industrial Foundation, and the Harbor Development Commission. Reprints of the report are available from the Commission at the First National Bank Building, New Bedford.

NEW BEDFORD, MASS.

length of the park connecting with State Route 140 through another separated grade intersection.

The New York, New Haven and Hartford Railroad runs the entire length of the park area to the West and provides rail spurs for all sites West of the industrial boulevard. Sites across the boulevard will be utilized by firms relying primarily on truck transportation.

While the restrictions for development within the park have not yet been announced it is clear that the project will be controlled so as to provide a high order of construction and landscaping. Space allotments will probably be about double those of older districts.

Architecture will be controlled and emphasis will be placed on aesthetic values. The beautifully wooded tract is being kept in its natural state, insofar as possible. On the day ID's editor visited the area shrubs were blooming in the center strip between the lanes of the industrial boulevard.

The entire area is overlaid with several feet of peat which provides an excellent basis for landscaping both the parkways and the grounds of future plants. However, the site-seeking firm need have no fear about foundation conditions. Beneath the surface is sound footing with clay, gravel, and rock. Test borings confirm that conditions are satisfactory.

In the park plans are a service center to be built around a lake just off the industrial boulevard. This center is to include restaurant and retail facilities.

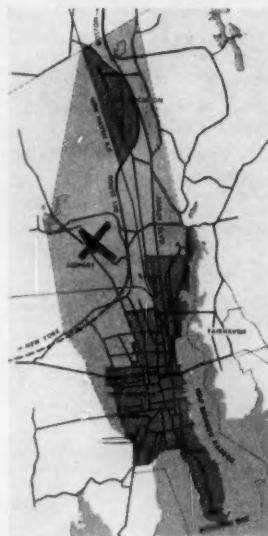
Recitation of the statistical facts about the part falls far short in describing it and its potential. The thing that is impressive is that everything is being done on a large scale with adequate investment to insure the best in planning and development. It is reported that Warnecke intends to make this a model for other such ventures in other sections of the country. And there is every indication that it will be a fine model.

A Pacesetter

It may also be something of a pacesetter for relationships between public and private organizations. Certainly the arrangement is unusual.

The Warnecke Company has an option on the property and will act as the sales agent. At the same time the city is furnishing all improvements. Moreover the development and promotion effort of the two groups is closely coordinated.

NEW BEDFORD INDUSTRIAL PARK



As shown on the above map, the industrial park north of New Bedford is ideally situated for easy access to rail, highway, air, and water transportation.

For example, the Warnecke Company provides a staff member who serves as an assistant to the director of the New Bedford Industrial Development Commission. Local leaders believe they have thus found a combination which not only promotes the community interest but provides the private incentive so essential to success in a business venture.

As impressive as the industrial park plans may be this is by no means New Bedford's only lure for incoming industry. Another important project is the redevelopment of the waterfront area which lies immediately before the downtown business district.

Docks Are Vital

Described by New Bedford harbor development commissioner Louis Stone as "one of the finest waterfront areas on this part of the Atlantic," the New Bedford docks have been vital in the community's economy for generations. Today ambitious plans are being made to rejuvenate the waterfront area and again use it as an attraction for bringing in new investment and new payrolls.

There is a \$5 million project underway which will provide new sites extending from near the bridge which



Citizens of New Bedford gather before attending a party in honor of the official contract-signing bringing the "George W. Warnecke & Co., Inc.'s Park for Industry" to their city. In front (left to right) Geraldine Barros, college girl; and Edward Nelson, Eagle Scout. Standing (left to right) Maurice LaPierre; Mrs. Elaine Binette, housewife; Edmund A. Ellis, telephone lineman; Rene H. Drouin, fireman; Damase Bouchard, carpenter; and William Elias, truck driver.

connects New Bedford and Fairhaven north about 2,000 feet. The lower end of the development can already be seen and additional sites will become available as the fill is extended to the north. In fact two firms are already making plans for utilization of the first section of the redevelopment.

Commissioner Stone points out that the harbor project ties in nicely with the industrial park project and there is the likelihood that each will promote the other. For example, a food processing enterprise locating at the waterfront may provide the impetus needed to attract a package manufacturing unit to the industrial park. There are other possibilities whereby either customers or suppliers of waterfront industries may locate in the park.

Equally important is the industrial area which the city owns adjacent to the airport. This tract is level and is available at nominal price to firms which require an airport location.

Airport manager Malcolm Worldell points out that one promising venture is already active in the area. This is Omega Aircraft now conducting flight tests on an experimental twin engine helicopter. Supported by some Du Pont and Whitney money and directed by president Bernard Sznyer, Omega seems to have excellent growth prospects.

Summarizing the site situation, it is clear that New Bedford has, as a result of recent action, put itself in a very favorable position. Today the community is ready to locate incoming industry in a beautifully planned industrial district, at a good waterfront location, or on a fine airport. And in every case sites can be made available at a very nominal cost.

Reservoir of Labor

Another important location attraction in New Bedford is the substantial pool of workers, confirmed by government studies. The city is now classified as an area of substantial labor surplus with an unemployment rate of better than 10 percent.

This unemployment, resulting from the long-term decline in the New England textile industry, leaves a large force of skilled workers eager for employment in new activities. Hence this is an area which deserves special attention from labor-oriented firms.

The main geographical section from which workers are drawn for jobs in New Bedford includes the towns of Carver, Marion, Mattapoisett, Rochester

Percentage Breakdown of New Bedford Workers Major Classifications

Professional, technical and kindred	5.9%
Managers, officers and proprietors	7.8
Clerical	9.2
Sales	6.5
Craftmen, foremen, etc.	13.4
Operatives	41.6
Household workers	1.3
Service workers	6.6
Laborers	7.1
Not reported	.6

and Wareham in Plymouth County and the Town of Bourne in Barnstable County. This gives a labor pool of 68,000. However, for prime industrial jobs, workers are drawn from a larger area encompassing a 25 mile radius with an estimated labor force of 225,000.

The estimated labor force is composed of three major components. The first of these is the current unemployed which numbered during 1957 as low as 3,300 to a high of 5,800. These figures, measured by unemployment insurance claimants, show that men measure slightly more than half of the total unemployed.

Further there is the force of men who would prefer to work in New Bedford

but are now commuting out of the area in order to find employment. And, there are the women not now in the labor force but who would be available if jobs were forthcoming.

There is also the future labor supply composed of boys and girls who will reach the age of eighteen within the next few years. It is estimated from national labor participation rates that by 1965 a total of 6,000 boys and 3,000 girls will enter the labor market.

The average weekly wage in New Bedford as of last year was \$59.66 as compared with a Bristol County wage rate of \$56.95 and \$74.82 for the state. New Bedford's per capita income of \$1,588 is slightly higher than Bristol County for which a per capita income figure of \$1,554 is shown.

The total employment of 50,000 is composed largely by those employed in manufacturing and is followed by those employed in trade. Lesser groups include transportation and public utilities, government, contract construction and other non-manufacturing positions.

The industry going wage rates as of last year for skilled workers ranged from a low of \$1.50 an hour to \$2.15 an hour. For semi-skilled workers the range went from a low of \$1.28 an hour to \$1.50. Unskilled workers averaged from \$1.00 to \$1.30 an hour.

Textile mill products lead the employed labor force with a total of 9,950 employees followed by apparel manufacturers who employ 6,550. Next are



New Bedford is the home port of one of the great fishing fleets of the North Atlantic. It is, for example, the world's largest sea scallop port, landing three-fourths of the nation's catch.

the electrical machinery manufacturers whose total employees number 5,700. Other machinery makers employ a total of 2,220 workers.

With respect to the role of organized labor in New Bedford it is significant that the chairman of the New Bedford Industrial Commission, John Vertente, is head of the New Bedford Central Labor Union which includes 42 local affiliates. He is also international representative of the United Textile Workers.

The editor of the *Standard-Times*, Charles Lewin, points out that this is an expression of the community's confidence in labor leadership. "Our labor representatives don't stand aside—they cooperate and are active in our community program," he says. Mayor Lawler agrees, commenting that "cooperation between labor and management in New Bedford is an established fact."

Community Characteristics—Amenities

There is no doubt that the amenities—the various factors which make for a pleasant way of life—rank high among the attractions of the New Bedford area. Located at the gateway to Cape Cod, the city does offer some significant "plusses."

The area boasts a relatively moderate climate by virtue of the fact that the Gulf Stream turns in towards the coast along this section. The mean temperature in January averages 29 degrees and in July 70 degrees. Temperatures average approximately 15 degrees warmer in the winter and 10 degrees cooler in the summer than in northern and western sections of Massachusetts.

That there is an unusual community spirit is evidenced by the fact that New Bedford was the first city in Massachusetts to exceed its Community Fund quota in a recent drive. But this pioneering attitude is not new here.

History: Rich Tradition

During the 1600s one of history's most romantic figures, Capt. Miles Standish, was among a group of early colonists who purchased some land from Chief Massasoit of the Wampanoag tribe.

It was a comparatively simple transaction. Since then, however, life and history have been anything but simple for New Bedford, Mass.

Twice this historical New England seacoast town has experienced intoxicating economic booms. It also has experienced severe depressions. Its experience of twice facing the necessity

of finding a new way of living is perhaps unique for an American city.

At one time during the mid-1800s New Bedford was the foremost whaling port on the Atlantic coast. In 1857 it was the fourth largest port in the United States and the richest city, per capita, on earth.

The discovery of petroleum as a substitute for oil and the use of steel for whalebone in corsets, brought about the virtual collapse of the whaling industry. Its story in this respect is perhaps the only complete record which this country has of the birth, life and death of a great industry.

Revising and diverting their skills, the hardy spar-makers and harpoonists met the challenge head on. Textile mills had already begun to spring up near

lesson finally learned, the city turned to diversification and in recent years the manufacture of toys, electrical equipment, rubber products, and brass and copper products has made its way along with the few remaining textile mills and a revised fishing industry.

New Bedford was first settled in 1652. In its earliest days it was first a part of Dartmouth Township, then Bedford Village with the "New" added in 1787 when it separated from Dartmouth township.

In 1767 the first full-rigged whaling ship, the Dartmouth, was launched by Joseph Rotch who, along with Joseph Russell, established whaling as an industry in the New Bedford area. The era spanned 159 years when, in 1925, the last of the whaling schooners, the

"One of the Most Interesting Cities in America"

"The town itself is perhaps the dearest place to live in, in all New England . . . Nowhere in all America will you find more patricianlike houses; parks and gardens more opulent than in New Bedford. Whence came they?—All these brave houses and flowery gardens came from the Atlantic, Pacific, and Indian Oceans. One and all they were harpooned and dragged up hither from the bottom of the sea.

In New Bedford, fathers, they say, give whales for dowers to their daughters, and portion off their nieces with a few porpoises apiece. You must go to New Bedford to see a brilliant wedding; for, they say, they have reservoirs of oil in every house, and every night recklessly burn their lengths in spermaceti candles.

In summer time, the town is sweet to see; full of fine maples—long avenues of green and gold. And, in August, high in air, the beautiful and bountiful horse-chestnuts, candelabra-wise, proffer the passer-by their tapering upright cones of congregated blossoms."

—from Herman Melville's "MOBY DICK"

the harbor and from 1880 on this industry carried New Bedford toward a second economic pinnacle. By 1910 the transition was complete and the city became the center of the fine cotton and textile industry in this country.

The momentum continued until the late 1920s. Then the southern mills began making inroads, especially in the coarse goods market; a crippling strike occurred in 1928; and the depression years hit hard in the early 1930s. For the second time in its history this one-industry city collapsed economically.

At one point the population dropped from 137,000 to approximately 94,000 in the span of a few years. In 1940 it was the fourth lowest city in the country in factory wage earner employment, according to Bureau of Labor statistics.

With fingers twice burned and a

John R. Manta, left port.

The Dartmouth was among the ships boarded by the British during the Boston Tea Party of 1773. During the Revolutionary War, New Bedford became a base of operations for American privateers. All this led to an invasion of the town in 1778 by the British, with the sinking of 70 ships in the harbor and burning of virtually the entire village.

In the midst of the whaling prosperity the Wamsutta Mills started operations in 1849 and remains today one of the most flourishing in the country.

New Bedford has many historical sites, among them the Seaman's Bethel made famous by Herman Melville's "Moby Dick"; the Whaleman Statue ("A Dead Whale or a Stove Boat"); and the Bourne Whaling Museum.

The city has the oldest continuous meteorological records in the United States. Its library, established in 1802, was one of the first free public libraries in the country.

Community Facilities

There are a number of housing units for rent and for sale in New Bedford. The rental range for three bedroom houses is \$60.00 per month to \$100.00 per month. Construction costs for three bedroom houses range from \$13,000 to \$22,000. Twenty year mortgages covering up to 80 percent of the price of the house are granted by local banks.

Numerous doctors serve the community, including general practitioners, pediatricians, obstetricians, dentists and other specialists. There are three hospitals—St. Luke's, Acushnet, and Sol-e-

ties, conventions, luncheons, banquets, dances and wedding receptions. Its "Spouter Inn" is a popular eating spot.

There is also the first class 42 room Capri Motel located on U. S. Route 6 approximately five miles from the center of New Bedford.

The city has 42 churches representing the Baptist, Congregational, Eastern Orthodox, Episcopal, Jewish, Methodist, Presbyterian, Unitarian and Roman Catholic denominations.

The New Bedford *Standard-Times*, with an evening circulation of more than 60,000 and a Sunday circulation of more than 50,000, serves the area along with all Boston and Providence newspapers.

New Bedford's public library was the first free library in the United

valuation. No county or school districts are levied over and above this amount.

The total assessed valuation of taxable property in New Bedford amounts to \$1,405 per capita. As of two years ago the total public debt amounted to \$7,303,735 (net) or a per capita figure of \$69.24.

Under the Commonwealth laws, it is required that each piece of property be assessed each year at "fair cash value." This value is established by an elected local three-man Board of Assessors.

Machinery used in manufacturing and inventories of raw materials, supplies, goods-in-process and finished goods are exempt from local property taxes.

The state corporate excise tax is based on net income allocated to Massachusetts and is at the rate of 5.50 percent. The corporate excise tax is against either the fair value of all the corporation's capital stock, less certain specific deductions, or based on the value of tangible property situated in the Commonwealth and not taxed locally, whichever is the greater.

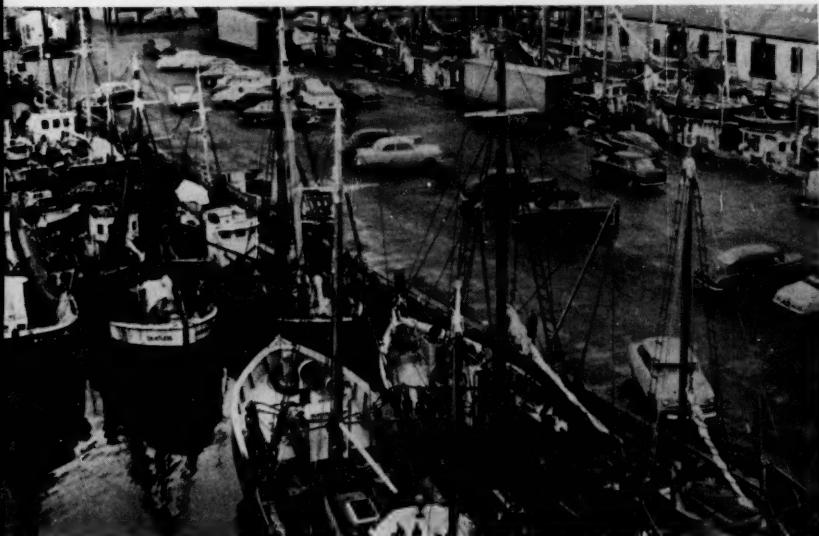
The rate of tax is \$5.00 per \$1,000 valuation. To the sum of these two items there is added a surtax of 23 percent, thereby making the effective rate on income 6.765 percent and on corporate excess \$6.15 per \$1,000.

There is also a motor vehicle excise tax of \$57 per \$1,000, a poll tax of \$2.00 per capita and a commercial vessel excise tax of 1/3 of 1 percent per \$1,000.

As the State of Massachusetts operates on the Merit Rating System for unemployment compensation, the costs in the state now depend on the employment stability of each individual manufacturer. Therefore, unemployment compensation costs can be as low as each individual employment record permits.

The New Bedford city government is about to add another important service which will be of special interest to site-seeking firms. Mayor Lawler has proposed and the city council has approved the creation of a new planning department to be headed by a professional planner.

Among programs which will have the attention of this new department will be an urban renewal project for the downtown area and the preparation of a master or comprehensive plan. Some of the undeveloped areas will be laid out for the development of new residential sections for executives of



Mar—which collectively provide bed space for 582 patients. The services provided include X-ray, surgery, hydrotherapy, laboratory, premature infant care, polio treatment, epilepsy clinic, alcoholic clinic, electro encephalography, an approved school of nursing, child guidance clinic and care for orthopedically handicapped children.

The local hospitals are affiliated with Blue Cross and other medical prepayment plans. Round-the-clock ambulance service with full emergency equipment is also available.

The New Bedford Hotel has been completely renovated and refurbished throughout to provide the latest in guest accommodations, conveniences and services. It has 200 outside bedrooms with private bath and also offers a wide selection of rooms for meetings, par-

ties. It has a world reputation, being particularly known for its collection on the whaling industry. The library is well-endowed and has an excellent business and technical section for servicing local industry.

In addition to the main public library, the community is served by four branch libraries and one bookmobile.

The six banks in the area have total assets of more than \$219 million providing a strong financial bulwark for the community.

Local transportation is provided by one bus line which gives frequent service from all parts of the city to its center.

At the local level the complete cost of all municipal services, including the school system, for the fiscal year 1957 amounted to \$5.88 per \$100 of assessed

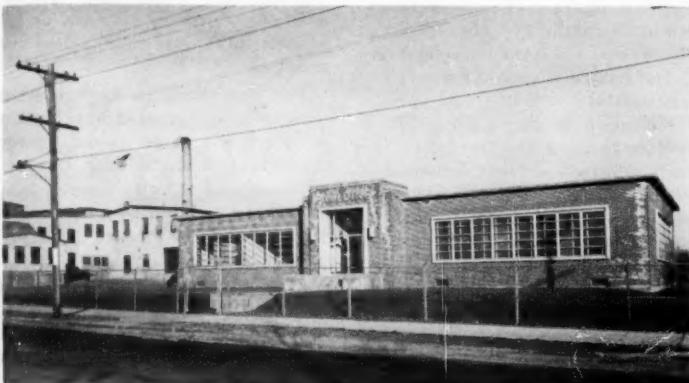
Made In New Bedford



Prominent among existing industries in New Bedford is Continental Screw Company which produces metal cutting tools.



Rodney Metals, Inc. occupies this sprawling plant which is an outstanding part of New Bedford's industrial scene.



Modern electronic devices are manufactured in the plant of the John I. Paulding Company, Inc.

new plants locating in the industrial park and elsewhere.

The School System

New Bedford provides an impressive number of public schools. There are 41 elementary and secondary schools in the city. The aggregate enrollment at the beginning of last year totalled 13,800 pupils.

The teaching staff number 528 for an average pupil-teacher ratio of 26. Teacher's salaries range from a minimum \$2,750 a year to a maximum of \$4,254 a year.

Currently the annual budget of the public school system is approximately \$3,991,000 and school operating costs per pupil, based on average attendance, are \$239.

Vocational training is offered by the New Bedford Vocational High School which is a part of the vocational training program of the State of Massachusetts. The administration is separate and distinct from that of the elementary and secondary public schools of New Bedford.

A full four year course offers training in machine shops, building, electrical (including construction, motor, generation, electronics, radio, TV, public address system), automotive, welding, steam engineering, mechanical drafting, and industrial design (which includes complete layouts for trade magazines). The school works closely with industry in the upgrading of skills and teaching of new techniques.

Adult extension work is offered to men at night covering technical subjects related to their trades.

Indentured workers are also offered apprenticeship courses in sheet metal, brick laying, automotive and carpentry.

College preparatory courses are offered at both Tabor Academy in Marion and Friends Academy in New Bedford which are coeducational.

New Bedford has two business schools—Kinyon School and Campbell School. Bryant College of Business Administration is located in nearby Providence, Rhode Island.

Technical study is provided by the New Bedford Institute of Technology which was established in 1895. Originally the institute was concerned primarily with the technology of the textile industry, but over the years has extended its interest to many other fields such as mechanical and electrical engineering. It is coeducational and offers bachelor and master degrees in

science. Present enrollment is about 600.

Graduate work may be taken at the many colleges and universities of Boston, within commuting distance.

Community Services

Fire protection is provided by 10 well equipped stations. There are 285 active men. New Bedford has a Class II fire insurance rating which is the best rating granted by underwriters. None of the apparatus is over ten years old and all of it is equipped with modern appliances.

Efficient police protection is handled by a police force consisting of 229 men and women headed by a Chief, a Deputy, six Captains and twelve Lieutenants. Equipment includes 22 police cars, two ambulances and four motorcycles. Business and residential areas are patrolled at all times.

Fifty miles of sanitary sewers and 55 miles of storm sewers adequately handle sewage disposal. One screening plant, operating at half of capacity, is presently pumping approximately 20 million gallons a day.

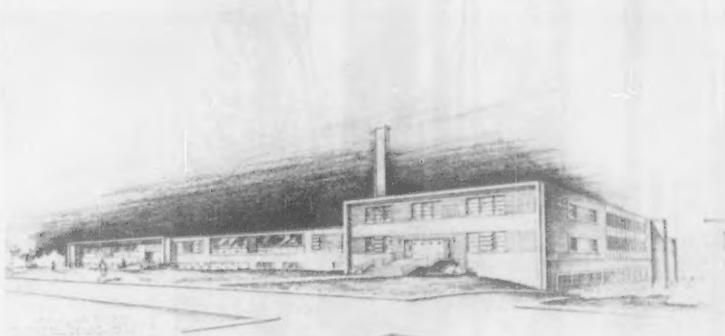
Trash and garbage removal service is provided by the city for which there are no charges. All burnable material is required to be wrapped. Collection is made five nights a week in the business areas and in residential areas there is a three-week alternating schedule. The first and second weeks two times, and the third week one time.

All garbage and burnable material is incinerated and cans and nonburnable materials are picked up once a week in all areas of the city. Industrial plants may deliver all of their waste material to municipal disposal depots for incineration and/or proper dumping.

Street cleaning is in continuous operation, day and night, with three crews of workmen. There are three mechanical sweepers for efficient, fast maintenance.

In the winter eight large mechanical plows and twelve small ones keep the main arteries free of snow at all times and other streets are cleared within twelve hours after the snow commences. When needed, additional equipment is hired.

Electric power is supplied to New Bedford by the New Bedford Gas and Edison Light Company, which is interconnected with the New England Gas and Electric System. New Bedford has a 160,000 kilowatt steam generating plant, equipped to burn coal, oil or gas and located on tidewater.



The New Bedford Institute of Technology, an architect's sketch of which is shown here, is a co-educational school which offers AB and MS degrees in science courses.

NBG & EL also provides power for the Cape Cod area and the islands of Martha's Vineyard and Nantucket. According to Vice President and General Manager Peter C. Dirksen, a major expansion is planned for about 1961.

Gas service is provided by the same company. Natural gas is secured through the facilities of the Algonquin Gas Transmission Company. In the event of a failure in the natural gas supply the company maintains 100 per cent standby facilities to manufacture 1,000 BTU gas. Pressures maintained vary from 6" water to 40 p.s.i., depending on requirements of customers.

New Bedford's water supply is obtained from five nearby lakes fed by approximately 47 square miles of water-

shed area. The total storage capacity of the lakes is 20,660,000,000 gallons. The water supply system is owned by the City and is operated by the New Bedford Water Board.

The water is soft with few solids. The only treatment required is chlorination and, occasionally, copper sulphate. The treated water meets Public Health standards and analyses are available on request.

Pressures maintained in the city's distribution system range from a minimum of 20 lbs. to 95 lbs.

Entertainment and Recreation

Sports lovers find New Bedford to be a center of recreational activities. In the summer the city offers access to



The Center Fire Station is one of 10 such installations providing fire protection to New Bedford. The department employs 285 active fire fighters.



Wild life in its natural habitat may be seen at popular Buttonwood Park Zoo.



AMENITIES

LOCATED at the gateway to Cape Cod, New Bedford offers many things that make a city an attractive and pleasant place in which to live. The Gulf Stream, which turns in toward the coast in this area, helps make the climate moderate the year around, and as shown on the pictures on these two pages, the city is fortunate in possessing a variety of facilities providing fun and recreation, as well as culture. Behind all this, of course, is the city's rich tradition as a port, as a center of the whaling industry in the past, and as a community that has had an important part in the shaping of the nation's history. The combination of the old and the new makes New Bedford an interesting city of contrasts. Many of the buildings are of very old architectural design, providing an unusual backdrop to the more modern aspects of the community which include fine hospitals, excellent hotels and motels, outstanding police and fire protection, and a city government that is forward looking in every respect.

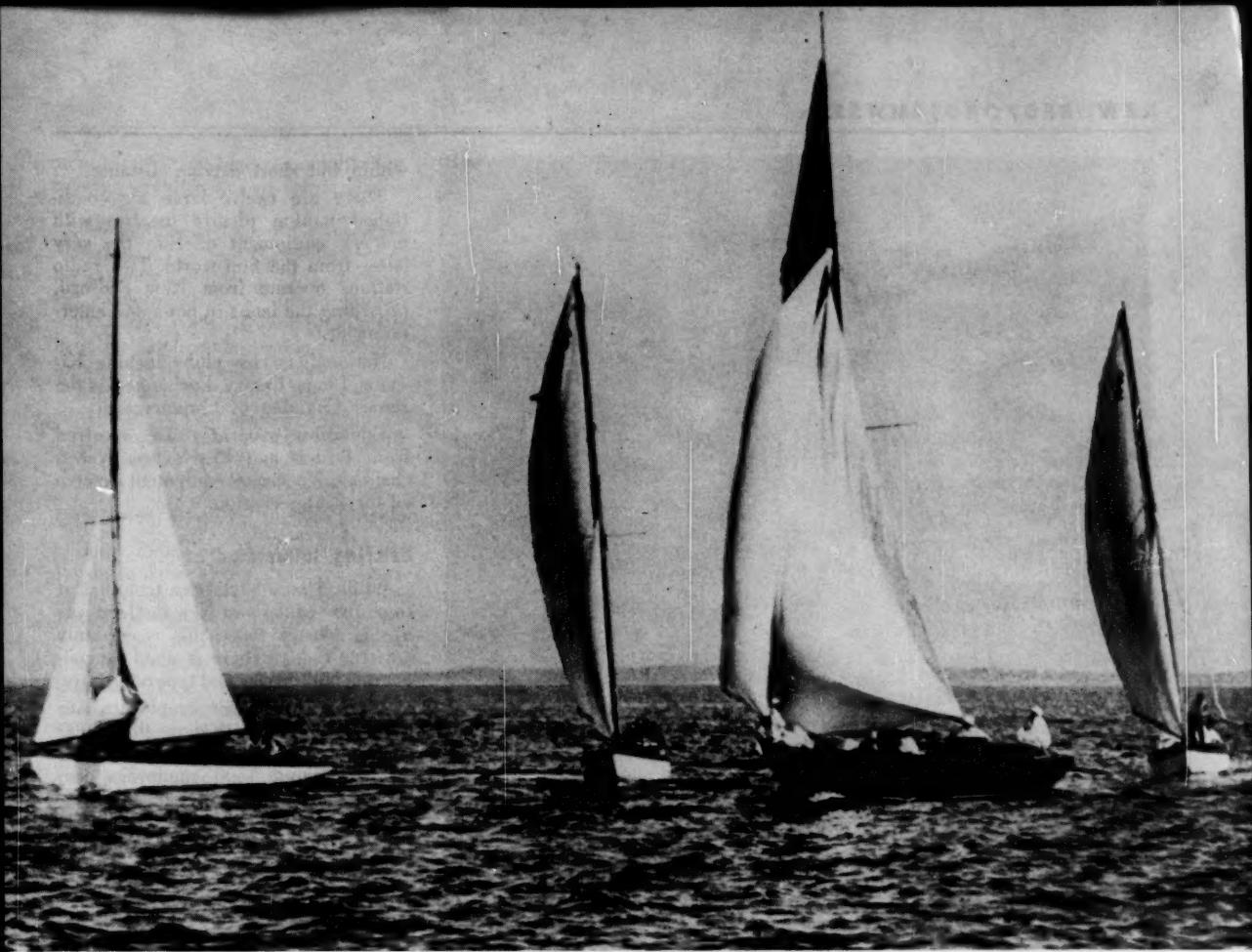


←
Adding to the social background of New Bedford is the comfortable and attractive country club.

←
Along with the traditional fishing activities, New Bedford's yachting enthusiasts find excellent facilities at the yacht club, always a busy spot during the summer months.

→
St. Luke's Hospital, one of three in the city, offers full facilities for care of the sick. New Bedford's hospitals collectively provide bed space for 582 patients.

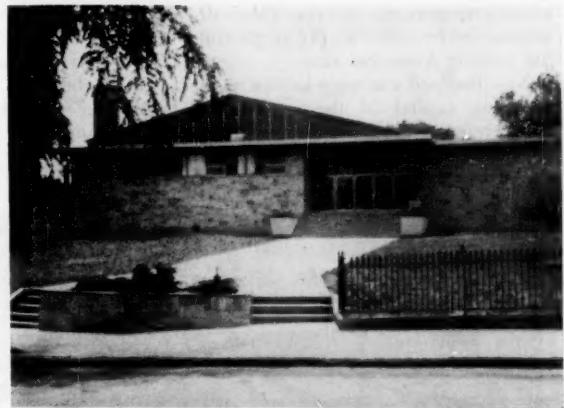




White sails against the background of the blue Atlantic are a familiar sight off the coast of New Bedford. These enthusiasts are sailing near Mattapoiset.



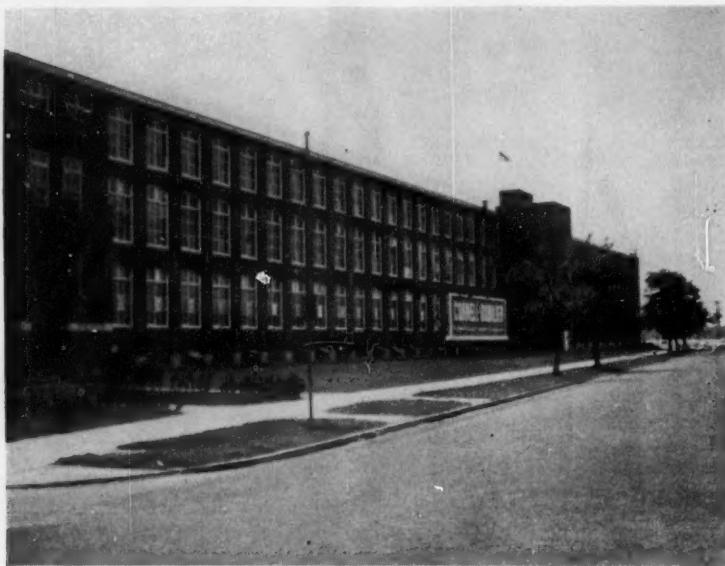
→
New Bedford's efforts to provide wholesome activities for its youth are typified in this Joseph P. Kennedy Youth Community Center.



→
A landmark in the New Bedford area, only 10 minutes from downtown, is the beautiful Prescott estate which covers 100 acres.



NEW BEDFORD, MASS.



Among the larger employers here is Cornell-Dubilier. This huge plant provides jobs for more than 1500 workers producing various electronic products.

all types of water sports and to skiing and other winter sports during the winter months. New Bedford is the gateway to Cape Cod and all its famous attractions.

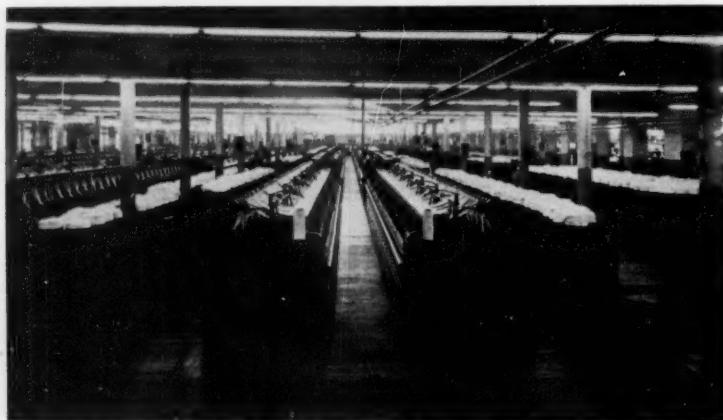
Ferry service is available to Woods Hole, Martha's Vineyard and Nantucket for delightful one-day excursions. Auto space is provided on the ferry for those wishing to tour the islands. There are several ferries a day giving ample time for visiting historical sites.

New Bedford was once known as the "whaling capital of the world" and many relics of by-gone days are preserved in the Whaling Museum. Here you may go aboard the Lagoda, the

largest whaleship model in the world. Here, also, you will see examples of the "Old Shops" that carried on trade in the city during the whaling era.

New Bedford is the home port of one of the great fishing fleets of the North Atlantic, making the wharves an ever-active, fascinating treat for visitors. Coast guard cutters, lighthouse tenders, cargo and naval vessels add much interest.

The city has four golf courses, three bathing beaches, two yacht harbors, fresh and salt water fishing, riding and hunting and is a paradise for artists. Plymouth, Newport, Providence and other historic and interesting places are



A leader in the textile field is the Berkshire-Hathaway plant which makes fabrics. Shown is a section of the interior of the mill which employs 1900 people.

within but short driving distance.

There are twelve large air conditioned motion picture theatres with modern equipment offering the very latest from the film world. Two radio stations operate from New Bedford, providing the latest in news and entertainment.

National service clubs include Kiwanis, Lions, Rotary, Exchange and the Junior Chamber of Commerce.

Television programs are received from Boston and Providence over 6 channels. No special equipment is needed for clear reception.

Existing Industries

While it may have been true that at some time in the past New Bedford was a one-industry town, this is certainly not true today. There is good diversification both in size and type of activity.

Among the larger employers are Cornell-Dubilier, with more than 1500 workers in electronics; Acushnet Process with about 1500 employees producing golf balls and other rubber products; Berkshire Hathaway, fabrics, 1900 workers; and Aerovox with more than 2600 workers manufacturing radio condensers and capacitors.

Other big names on the local scene include Wamsutta Mills, textiles; Revere Copper & Brass, rolling mill; Atlas Tack Corporation, fasteners; Morse Twist Drill & Machine Company; John I. Paulding Company, electric devices; Continental Screw Company; and Goodyear Tire & Rubber Company.

Giving further diversification are Modern Venetian Blinds, Inc.; Royal Brand Cutlery Company; New Bedford Defense Products, fabricated metals; Normandy Print Works, textile finishing; and New Bedford Rayon & Knitting Company.

In addition there are a variety of promising firms which have come from small beginnings in recent years. Cameo Curtains and Kay Windsor dresses made in New Bedford are now being advertised nationally.

Seaplanet Chemical is manufacturing chemical products from sea weed and Omega Aircraft, mentioned previously, is testing a new helicopter design.

Fishing Industry

Another important industrial activity is fishing—New Bedford's fleet of 250 boats is said to be the fourth largest in the United States. Over 75 million

pounds of fish are landed annually. The average weekly value of fish landed is \$250,000.

New Bedford is the world's largest sea scallop port, landing three-quarters of the nation's scallops. In 1955, the scallop catch totalled 14 million pounds with a value of \$7.3 million. The flounder catch ranks second largest in importance in the area.

Agriculturally, New Bedford is situated in a truck farming and dairy-ing area. The chief crops are cran-berries and strawberries. Its cranberry industry is the largest in the nation.

Industrial Growth In The Future

Some indication of what may be in store for New Bedford in the future is found in a survey of Southeastern Massachusetts made recently by Blair Associates, a Providence consulting firm. This study listed a number of industries for which the New Bedford region has a special appeal.

The Blair report mentions food processing, particularly seafood. It is pointed out that New Bedford has already obtained a new plant which will make cat food from the by-products of the fishing industry.

Other products which New Bedford is well geared to produce include metal house furniture and office building furniture, paper bags, fiber cans, tubes and drums, and die-cut or laminated paper and board.

Prospects are also good for expansion of the manufacture of miscellaneous rubber products, structural clay and concrete products, and the manufacture of primary metals and fabricated metals.

One of the brightest hopes lies in the production of electrical machinery and electronics components. New Bedford has already gained a foothold in this important industry.

Transportation and Markets

New Bedford appears to offer definite advantages in market accessibility—the combination of nearness to important market areas and transportation to them.

First, the city lies between the huge New York and Boston metropolit areas. Second, New Bedford is the natural trading center for a large part of Southeastern Massachusetts.

Studies reveal that the *Standard-Times* is the dominant newspaper throughout the Cape Cod area. Thus it is accurate to say that New Bedford is the logical trading point not only for



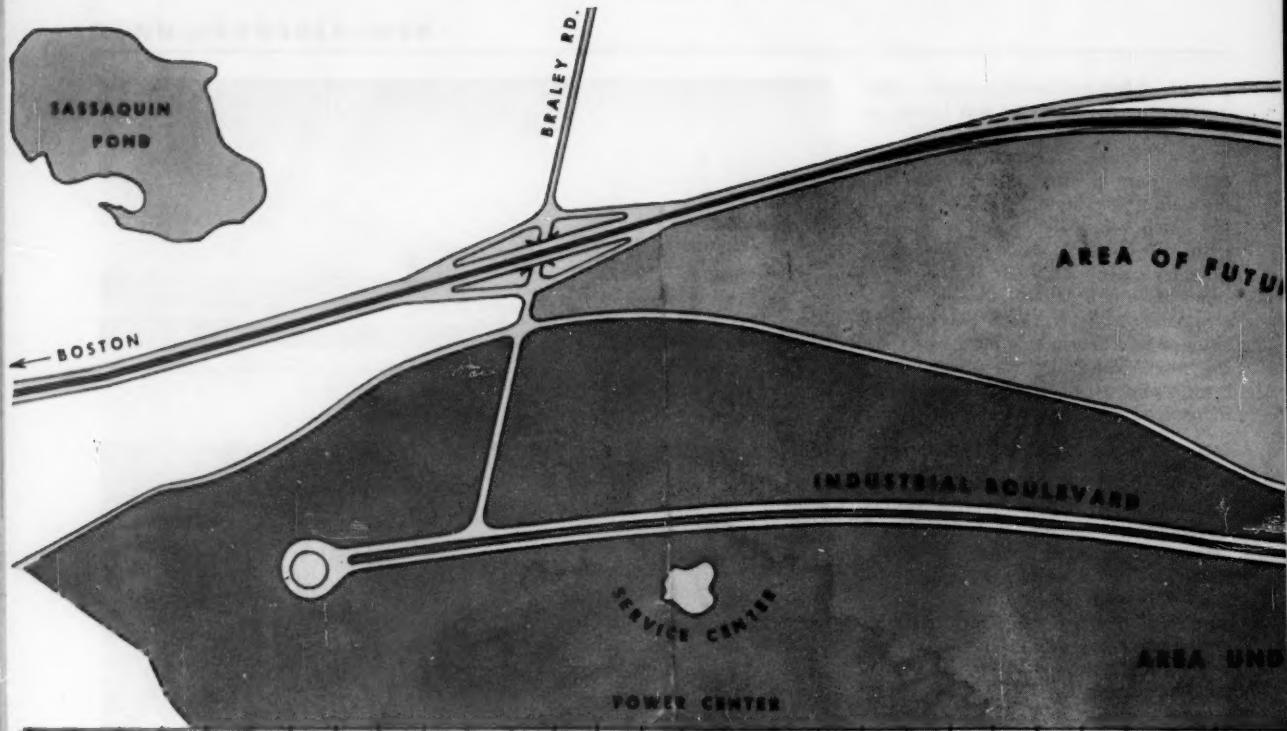
With 2,600 workers the Aerovox plant in New Bedford is one of the economic mainstays of the area. It manufactures radio condensers and capacitors.



The Goodyear Tire and Rubber Company's plant here produces bicycle tires, tread rubber and printers' supplies. During World War II it made barrage balloons, life rafts and bullet-sealing fuel tanks.



The New Bedford division of Revere Copper & Brass, Inc. is the descendant of Paul Revere's original copper rolling mill. It is one of very few plants making large copper and copper alloy plates.



NEW YORK NEW HAVEN AND HARTFORD RR

The New Bedford industrial park offers not only immediately available sites for industry but also is looking to the future by having an extensive additional area planned for expansion. A wide industrial boulevard provides easy access to the park area.



The modern administration building of the New Bedford Municipal Airport provides a fitting background for a chat between Malcolm Wordell (left), airport manager, and Bernard Sznyer, president of Omega Aircraft, a company which is testing a new helicopter design.

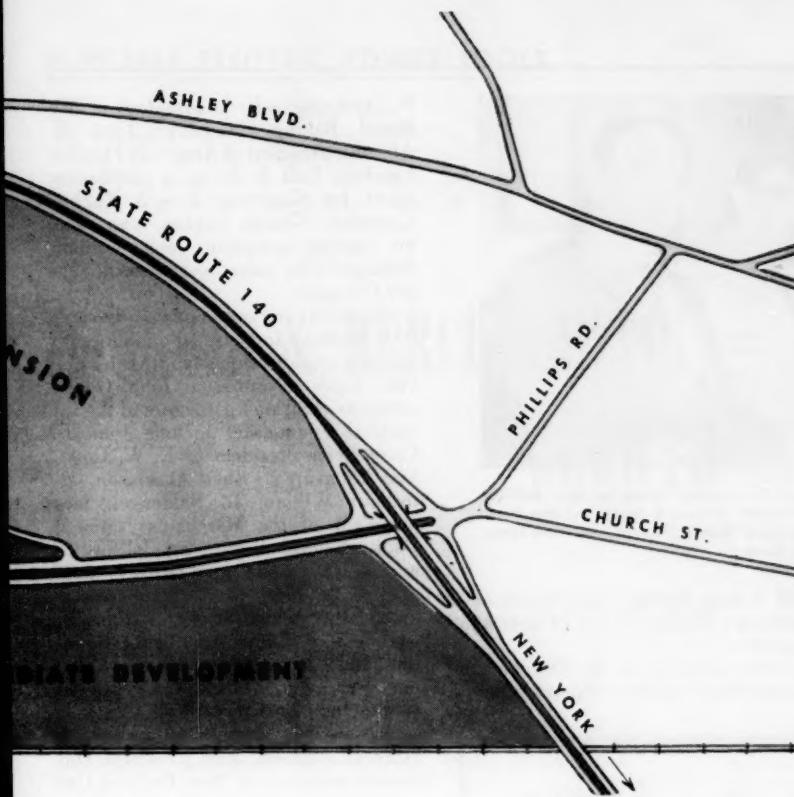
the immediate area but for Cape Cod, Martha's Vineyard and Nantucket.

Those interested in New Bedford as a possible plant location will find that adequate transportation facilities are provided by rail, air and bus. The New York, New Haven & Hartford Railroad offers three passenger trains daily during the week to and from Boston and two trains on Saturday. There are 8 round-trip bus schedules daily between New Bedford and Providence which connect with 18 trains a day between Providence and New York.

Northeast Airlines provides 7 flights daily to and from La Guardia Field in New York. Almeida Bus Lines provides several schedules to Boston.

Freight traffic is handled by the New York, New Haven & Hartford Railroad with one scheduled freight train in and out of New Bedford daily except Sunday. Less than carload freight is handled daily.

There are two switch engines serving the area daily except Sunday and three yards for the handling of carload freight. Available here are two automobile unloading platforms, one freight house, one 20-ton electric crane and one 150-ton track scale.



Schedules to representative destination points are given below:

New York City	2nd day
Montreal	3rd day
Philadelphia	3rd day
Rochester, New York	3rd day
Cleveland	4th day
*Chicago	4th day
*Detroit	4th day
*Pittsburgh	4th day
*St. Louis	4th day
Spokane, Washington	10th day
San Francisco	11th day

In most cases the First Class freight rates to and from New Bedford are identical to those which apply to Boston.

There are more than 150 motor carriers operating in and out of New Bedford. In some cases carriers operate controlled temperature and refrigerator trucks for handling perishable commodities.

Truckers offer service to the Boston area the same day and overnight to the New York-New Jersey Metropolitan area. Overnight service is also available to Philadelphia, Portland, Maine and

*"Pig-a-back" service offers one day less.

Burlington, Vermont. Second day service is offered to points such as Baltimore, Pittsburgh, Richmond, Virginia; Youngstown, Ohio and Montreal, Canada. Atlanta, Chicago, Detroit Nashville and Cleveland are all within three days time by truck. All West Coast cities can be reached in six days.

Air freight service is available at the New Bedford Airport which is equipped for night flying, instrument landing, refueling, maintenance service and providing weather information.



There are more than 150 motor carriers operating in and out of New Bedford. An example is Fish Transport Company which is equipped with a large fleet of trucks to handle perishable commodities.

For those who wish to send freight by water, the Port of New Bedford ranks second in the State of Massachusetts. The total annual commercial shipments are approximately 265,000 tons. The New Bedford State Pier provides a fireproof and bonded warehouse of approximately 100,000 square feet, a dockside rail spur and marine repair facilities.

There are three berths at 775 feet, 600 feet and 449 feet. Pilotage is available at \$5.00 per foot for vessels over 200 tons.

Plant Financing

If you should decide that a New Bedford site meets your needs you will find an unusual willingness to provide the capital required for your operation.

George Warnecke has already said that the resources of his vast financial enterprise are available to support the development of the industrial park. His firm offers a variety of financing plans including comprehensive lease-back, participating lease-back, mortgage financing, and capital take-out.

Other forms of financing are available from additional sources in New Bedford. Every attempt is made to tailor support to needs.

New Bedford ID Team

"There are no factions in New Bedford—everybody recognizes the need for industrial development and supports the program," Mayor Lawler has said. Certainly there is evidence that the community has mobilized its resources to accommodate incoming plants.

First, there is the New Bedford Industrial Development Commission, an arm of the city government. This is the key unit for providing you with site data.



Gathered here to discuss industrial development is a typical group of New Bedford leaders. They are (left to right) Assistant City Solicitor William B. Perry, Jr.; Vice President and General Manager Dirksen of New Bedford Gas and Edison; Standard-Times Editor Lewin, Mayor Lawler, and Attorney Louis Stone.

The NBIDC operates under a board headed by Chairman John Vertente, Jr., who is international representative of the United Textile Workers of America and president of the New Bedford Cen-

tral Labor Union. Vice-chairman is Lawrence Hughes, owner of a string of laundries.

Other members of the Development Commission include influential Joseph

P. Duchaine, who is president of My Bread Baking Company; John H. Abrams, president of American Flexible Conduit; Luiz B. Souza, a purchasing agent for Goodyear Tire & Rubber Company; George Seddon, who owns an express company; and William Belanger who owns Southeastern Supply Company.

Of similar importance is the Greater New Bedford Industrial Foundation, a citizen's organization supported by private funds. Postmaster John Gobell serves as chairman. Directors of the Industrial Foundation include John E. Carew, vice president of E. W. Goodhue Company; Fisher Abramson, attorney; William R. Balderson, vice president of the Merchants National Bank; Samuel Barnet, special justice and attorney; Theodore H. Rice, manager of the local office of Tucker Anthony Investment Brokers; John J. Chadwick, business agent of the Building Trades Union; Joseph Dawson, Jr., president of Knowles-Loom Reed Works, Inc.; Earl W. DeWalt, co-owner of Reynolds-DeWalt Printing Works; Peter C. Dirksen, vice president and general manager of New Bedford Gas and Edison Company; Charles Lewin, editor of the *Standard-Times*; Llewellyn Roberts, manager of the State Pier, Walter O'Neill, physician; Frank Simpson, senior vice president of First Safe Deposit National Bank and Howard W. Young, attorney.

A third important group is the New Bedford Harbor Development Commission of which Mayor Lawler is chairman. Vice chairman is attorney Louis Stone; treasurer is Frank E. Anderson, vice president of the Merchants National Bank and secretary is Emile Dalbec, a realtor.

Other members of the harbor group are Joseph P. Garbett, a contractor; George Vigeant, president of the Old Colony Transportation Company; and John Patten, the port agent for the Atlantic Fishermen's Union.

These various boards and commissions provide excellent community leadership and insure cooperation in development efforts. But when you get down to the brass tacks of finding a site and establishing a unit, the man you will want to see is Richard M. Hallet, Executive Director of the New Bedford Industrial Development Commission.

Hallet's office in the First National Bank Building should be your first stop in New Bedford. Here you can get complete site information and professional guidance.

NEW BEDFORD I. D. "PROS"

Richard M. (Dick) Hallet, Jr., (right, checking construction progress in the new industrial park) has been executive director of the New Bedford Industrial Development Commission since April, 1958. A graduate of the Maritime Academy and Bowdoin College, he also holds an M.B.A. degree from the Harvard Graduate School of Business Administration, receiving the latter in 1952. Since then he has worked for J. P. Morgan & Company, served two years in the Office of Naval Intelligence, has been in the real estate business in Long Island, and just before taking his present position he founded the Scientific Tabulating Corporation.

Working as aide to Mr. Hallet is Richard S. Tibbets who was employed for that position by George W. Warnecke and Company, Inc., of New York. Prior to taking his present job, Mr. Tibbets had been since 1956 an industrial engineer with the Erie Railroad. He served with the Corps of Engineers during the Korean War. He was graduated in 1956 from Western Reserve University and then joined the Erie. He has continued his formal education by taking night courses in engineering at Penn College in Cleveland.



Richard M. Hallet, Jr.

MARKETS & MERCHANDIZING = GROWTH AND MORE GROWTH

By Robert D. Black

Only in the last decade have portable electric tools really come into the foreground.

Now, let's see who constitutes this industry. What is the competition? Quite frequently, people will say to me—"You shouldn't have to worry about business because, after all, you don't have any competition." Let me show how wrong that statement is. At the last count there were 61 of us in this portable electric tool industry. It is true not all of the 61 are real factors and, very much like any other industry, there is a comparatively small group which represent a major portion of the total business.

There are 15 or 20 names in this industry that you recognize very quickly. In addition to Black & Decker, I refer to such names as Skil, Mall, Thor, Speedway, Porter-Cable, Stanley, Millers Falls, Albertson, Chicago Pneumatic, Milwaukee, Pet, Oster, etc. Our company, together with about 16 others, account for roughly 60 per cent of the total industry sales. The remainder of the industry volume is made up by the sales of a much larger number of firms of lesser known names and, more particularly, by privately controlled brand names distributed through very large national retailers such as Sears, Roebuck, Montgomery Ward, and large wholesaler private brands.

In this latter group of producers to whom I have just referred, the majority of them offer only bobtailed lines.

There are less than 10 manufacturers in the industry who manufacture what could be termed a complete line of portable electric tools for the many and varied markets. The industry is quite competitive and the field has had several newcomers within the past several years, some of them representing substantial business names. I refer to such companies as Remington Arms, Sunbeam, McGraw-Edison, etc. This would certainly indicate an industry of increasing importance.

Now, why is the industry fast growing and why is it attracting rather sophisticated capital? I think the most obvious answer is that portable electric tools are labor saving devices and, as

such, will increase in popularity and in demand just so long as labor rates in the United States and foreign countries remain at the present or higher levels.

I think it is fairly obvious that labor is not going to forfeit voluntarily any of its gains of the recent years but instead will persistently carry on its fight for higher and higher wage rates as our economy progresses. This fact alone is the guarantee of future markets for the portable electric tool industry. Every time the cost of labor is increased, the base of the portable electric tool market is broadened. There is no technological development on the horizon which would upset this market picture.

Robert D. Black is President and chairman of the board of The Black & Decker Manufacturing Company, Towson, Maryland, world's largest makers of electric tools. He is the younger brother of S. Duncan Black, one of the Company's two co-founders.

Mr. Black was first employed with the Company in 1917 as a screw machine operator, after studying machine shop practice at Rindge Technical School and majoring in chemical engineering at Northeastern College, Boston. He left to serve in the U. S. Army, and returned to Black & Decker in 1919. Rising to positions of increasing responsibility, Mr. Black was Philadelphia Branch Manager from 1921 to 1924, Advertising Manager from 1924 to 1933, and Sales Manager from 1933 to 1940.

He was elected Vice President in Charge of Sales in 1940, and became Vice-President in 1951, serving in this capacity until assuming the newly-created post of Executive Vice President in 1954, and in April 1955 he was elected President and Chairman of the Board to succeed Alonso G. Decker, co-founder of the Company who died in March of that year.

Mr. Black was born in White Hall, Maryland, in 1896, the youngest in a family of six children, and attended elementary and high schools in Baltimore County.

Besides his positions with Black & Decker, Mr. Black is a director of the Fidelity-Baltimore National Bank, the Arundel Corporation, and the Baltimore Association of Commerce. He is also a trustee of Goucher College, Towson, Maryland.

BUILD WITH
***PRIDE IN KNOXVILLE**
***PLEASANT RIDGE INDUSTRIAL DISTRICT**
A Planned Industrial Subdivision EXCELS . . .

105 acres . . . Electricity, gas, water, sewage disposal . . . Properly planned and restricted . . . Zoned for light industry, warehousing . . . Adjacent to housing, available labor . . . Engineering, construction, financing services available.

For information on Pleasant Ridge Industrial District or for other sites in Knoxville, contact:

COMMITTEE OF 100
 KNOXVILLE
 CHAMBER OF COMMERCE
 918 Gay Street, SW Phone 3-5166
 KNOXVILLE, TENNESSEE

H₂ our
**prize formula
 for CHEMICAL
 PLANTS**

Ready water transportation on the mighty Illinois river — or services of six major rail lines and a wealth of carrier service —means you can operate your factory on smaller inventories, reducing capital investment. The LASALLE-PERU-OGLESBY-SPRING VALLEY area—with labor and power for all—is an excellent place for small industry to be born, for large industry to grow. For realistic information, write I. D. Director, Box 446-I, La Salle, Illinois.



We Invite You . . .

THE TEXAS POWER & LIGHT COMPANY cordially invites Industry to make use of its staff of specialists—skilled and experienced in serving officers and executives of expanding industrial corporations. Without obligation, your particular location problem will be carefully and thoroughly analyzed by those having broad knowledge of industry and facts pertaining to manpower, materials, resources, finance and other important factors in Texas. Your inquiry will be held in strictest confidence. Address Mr. J. D. Eppright, Director, Industrial Development Division, Texas Power & Light Co., Dallas, Texas.

TEXAS POWER & LIGHT COMPANY

TOOL OUTLOOK

There is another real reason for the growth and the stability of the industry and that is the fact that portable electric tools are not confined to any single activity or type of business but find a market in every conceivable type of business activity. People generally associate the product with industrial plants and it is true that industrial plants are one of the biggest users of portable electric tools. However, that is only the beginning. Wherever maintenance work has to be done, there is an opportunity for electric tools.

All of the service trades such as the plumbers, roofers, installers of signs, awnings, venetian blinds, storm windows, etc., etc., every office building or apartment house, all of these and every type of activity that you can think of, require portable electric tools of some type for one purpose or another.

Looking at a different angle of this same subject, portable electric tools, most generally in the form of electric saws are an absolute necessity in the building of homes and also in heavy construction. Then, of course, there is the tremendous wave of popularity for the so-called "do-it-yourself" activities which have become so apparent in the last 10 years and have created a vast market for portable electric tools.

Before leaving the subject of the industry in general, I think the question that is, perhaps, most generally in everyone's mind is—"What is the future of the industry?" I can only give our own thoughts on this subject and I might say that we have some mighty strong convictions in this respect. Very broadly speaking, we feel that the industry will grow in the future just as it has grown in the past and will keep pace, if not exceed, the growth of general business.

Certainly, its growth will keep pace with the standard of living in this or any other country and, as I mentioned before, as the cost of labor increases, the usage of electric tools will become increasingly greater. Specifically, here are some of the factors which can contribute very substantially to the future growth of the industry.

Speaking first of domestic markets, the total volume of the portable electric tool business will grow in relation to the increase in population. It will grow in relation to the cost of labor, which will push forward instead of remaining static or lower. It will grow through the constant increased mechanization of the service trades which is acceler-

ated by the increasing cost of labor. It will certainly grow from the standpoint of the "do-it-yourself" market as all indications point to the fact that in the future, as work weeks grow shorter with the resultant increase in leisure time and discretionary spending, that "do-it-yourself" will become a more popular hobby.

These same factors apply to all major world markets. But in addition to this, it must be realized that most world markets have been less actively exploited from an electric tool standpoint than has the domestic market. Therefore, we feel that there is a tremendous opportunity in world markets for American manufacturers, provided they approach the problem with the right know-how, and that in world markets lie one of the greatest opportunities for expansion of the industry.

In our own company we feel extremely optimistic about the long term future of the electric tool industry. First, because electric tools are needed in every conceivable business activity, thereby having an extremely broad market and, at the same time, the market is so guided by the cost of labor that the future of the industry is tied quite definitely to the standards of living of all peoples of the world and those standards, we must all admit, are on a rise.

A Searching Look

Now, let's take a searching look at Black and Decker and see how it fits into this industry and just what part it is playing in that industry and what its prospects are for the future. Our administrative headquarters are at Towson; and our original plant is there. In the last 5 years we have built nearly a half million square feet of floor space at Hampstead, Maryland, and the major part of our manufacturing operations are now there.

Black and Decker is truly an international organization. Thirty years ago we started manufacturing in England and now have a plant at Harmondsworth, near London, which has a capacity to produce \$12,500,000 worth of product per year. This plant in the sterling area gives us an outstanding competitive advantage in foreign markets through being able to trade with equal vigor in both the dollar and the sterling areas of the world.

In the early part of this year, we completed an entirely new manufacturing plant near Melbourne, Australia, which has a capacity to produce \$4,

000,000 worth of product. Manufacturing operations are now under way. The other plant outside the Continental limits of the United States is one which we purchased in March of this year at Brockville, Ontario, Canada. This modern plant has a capacity to produce approximately \$7,000,000 worth of product per year.

In addition to these 5 manufacturing plants, we have wholly-owned sales and service subsidiary companies in Mexico, Brazil, South Africa and Belgium.

Now, let's take a quick look at where we have been and also say a little something as to where we expect to go. We started in the electric tool business more than 40 years ago and at that time were necessarily the smallest in the business, but for more than 25 years of that span of time, we have been the largest in the business and still maintain and intend to continue to maintain that position. In just the past 10 years our sales have increased approximately 193 per cent or nearly tripled; our net earnings have increased by 174 per cent; our net worth has increased by 244 per cent; and our working capital has increased by 211 per cent. So, for all practical purposes, we have practically tripled in our total growth pattern dur-

ing the past 10 years.

The figures I have just quoted cover our world-wide operations. Now let's take a look at just the domestic figures. Here the growth pattern will reflect in a lesser degree because we are dealing with the highly competitive markets here at home as contrasted to some of the world markets where the opportunity for quick growth is sometimes greater.

In the past 10 years our domestic sales have increased 162 per cent or just a little more than two and one-half times. Over this same period, total industry sales in the domestic market have only increased 112 per cent or a little more than double. Therefore, our company's rate of growth has exceeded that of the industry and this is again evidenced by the fact that in 1947, the figures indicate that Black and Decker accounted for approximately 20 per cent of the total industry sales, whereas in the 1957 year, our percentage of the total industry will be almost exactly 25 per cent. Therefore, in the domestic market, as the business has become more competitive and several new well-financed companies have entered the industry, Black and Decker's share of the total portable electric tool market has



Bakersfield
POPULATION CENTER OF CALIFORNIA

FOR SENSIBLE SITE SELECTION—

Get the Facts!*

- Ample land and utilities
- Adequate labor pool
- Good labor-management relations
- Excellent transportation facilities
- Favorable community attitude toward industry
- Warm, dry climate . . . Mean temperature 64.5°
- America's newest city
- Metropolitan area population over 150,000

*For thoroughly scientific site-selection, write on your firm's letterhead for the complete 203-page Stanford Research Institute Report. This unbiased, comprehensive inventory of community and economic values is an invaluable aid to site planning.

Whatever your industrial needs—Investigate Bakersfield First!

Greater Bakersfield CHAMBER of COMMERCE
Industrial Development Division, 2014 L Street
BAKERSFIELD, CALIFORNIA

increased.

Now as to the future, I think you can appreciate that I can speak in only rather general terms. I would like to make it quite clear, however, that we always have our future course plotted quite in detail for a period of 5 years ahead. Setbacks such as we have had this year neither dampen our enthusiasm nor do they alter what we feel to be a very clear cut and very realistic approach to the future. While obviously it would not be appropriate for me to divulge the exact goals in our next 5-year planning, I think it will suffice to say that we plan on a growth that will be the equivalent percentagewise over the period that we have accomplished in the past 5 years and your own knowledge of these facts will indicate to you that this is quite considerable.

No Interruptions

Consequently, we see no interruptions, aside from temporary ones, in the continued growth of Black and Decker and we are doing every bit of forward planning, not only here in this country but in all major world markets, to accomplish the ends that we have so confidently established. We have projected our cash flow over the next 5-year period and, while our capital requirements will be considerable during certain periods, if we meet our sales targets, we will have ample funds to finance our growing operations and, at the same time, to keep our working capital comfortably above the requirements of this growth.

Specifically with respect to 1958 we budgeted sales approximately 9 per cent over 1957, and during the year it is anticipated that funds shall be provided through net income and depreciation in the amount of \$6,500,000, with disbursement requirements of \$3,500,000, including \$1,500,000 for capital expenditures, with a resulting excess of provided funds over disbursements in the amount of \$3,000,000 to be added to the company's working capital. These figures are estimates and are given only as a guide to our thinking and our goals.

Our total budget for engineering is 3.52 per cent of the net sales dollar, and of that research and development of new product takes nearly two-thirds of the total or 2.11 per cent of net sales. New products are being constantly added to our line and Management is very conscious of the continuing necessity for emphasis on this division of the business.

SITE SELECTION HANDBOOK DATA

As a service to business executives who are using I.D.'s SITE SELECTION HANDBOOK edition throughout the year, we present the following new or revised listings. Those who are aware of other needed corrections or additions are invited to submit a data card to Miss Beth Friedman, Conway Publications, Inc., Conway Building, North Atlanta 19, Georgia.

INDUSTRIAL REALTORS

New Jersey—Newark. SEYMON SIMON REALTY CORP., Seymour Simon, Pres., 11 Commerce St., (2). Regional. (New entry)

RAILROADS

Michigan—Detroit. GRAND TRUNK WESTERN R. R. CO., H. B. Secor, Ind. Comm'r., 131 W. Lafayette Blvd., (26). Regional. 5. Sites. Bldgs. (Revised entry)

INDUSTRIAL DISTRICTS

California—San Diego. GOLDEN GRANTVILLE & CUDAHY IND. TRACTS. (M. H. Golden Construction Co., 3485 Noell St., San Diego. ATSF Ry. 25 acres total. 15 acres unsold. 1955-57. Package. (New entry)

Missouri—Clayton. LINDBERGH-WARSON IND. CTR. (Industrial Properties, Inc., 7811 Carondelet, Clayton 5). CRI&P RR. 50 acres total. 5 acres unsold. 1955. Package. (Revised entry)

Missouri—Clayton. PAGE IND. CENTER. (Page Ind. Ctr., Inc., 7811 Carondelet, Clayton 5). CRI&P RR. 60 acres total. 55 acres unsold. 1957. Package. (Revised entry)

Vermont—Colchester. (Unnamed). (Grtr. Burlington Ind. Corp., 191 College St., Box 613, Burlington, Vt.). 120 acres total. 120 acres unsold. 1958. A-C-E-F-S-T-W. (New entry)

Vermont—Milton. (Unnamed). (Grtr. Burlington Ind. Corp., 191 College St., Box 613, Burlington, Vt.). 27 acres total. 27 acres unsold. 1958. A-C-E-F-R-W. (New entry)

Vermont—SheLBurne. SHELBURNE IND. PARK. (Grtr. Burlington Ind. Corp., 191 College St., Box 613, Burlington, Vt.). Rutland Ry. 55 acres total. 55 acres unsold. 1957. A-C-E-F-R-S-T-W. (New entry)

OTHER GROUPS

California—San Diego. M. H. GOLDEN CONSTRUCTION CO., Robt. M. Golden, Pres., 3485 Noell St. State. 1. Sites. Bldgs. Funds. (New entry)

Kentucky—Louisville. KENTUCKY C. OF C., J. C. Zimmerman, Dir. of Ind. Dev., 670 S. 3rd St., (2). State. 3. Sites. Bldgs. Funds. (Revised entry)

Missouri—Clayton. INDUSTRIAL PROPERTIES, INC., Andrew H. Baur, Pres., 7811 Carondelet, (5). Local. 3. Sites. Bldgs. Funds. (Revised entry)

Missouri—Clayton. PAGE INDUSTRIAL CTR., Andrew H. Baur, Pres., 7811 Carondelet, (5). Local. Sites. Bldgs. Funds. (Revised entry)

Tennessee—Johnson City. JOHNSON CITY INDUS. COMMISSION, Richard Boykin, Dir., 339 E. Main St. Local. 4. Sites. Bldgs. Funds. (Revised entry)

Calif. State-wide Study Gives Land Value Data

SAN FRANCISCO. An unusual compilation of industrial land values—the kind of project that is rarely attempted on a state-wide basis—has been released for selected cities in California.

Covering 31 different areas, the study gives low and high figures on costs as of January, 1956, and January, 1958. The prices are based upon a one to five-acre parcel with spur, utilities, drainage, and sewage disposal facilities available.

Here are a few examples:

Antioch—varying from a low of \$2,600 to a high of \$5,600 in 1956, and from \$3,000 to \$6,000 this year.

Burlingame — \$22,500 to \$35,000, and \$25,000 to \$45,000.

Livermore—\$800 to \$2,500 and \$2,500 to \$5,000.

East Oakland—\$17,300 to \$38,100 and \$20,000 to \$40,000.

Pleasanton—\$1,250 to \$3,000 and \$2,000 to \$4,000.

South San Francisco—\$23,300 to \$55,000 and \$30,000 to \$46,000.

New Development Laws Passed In Kentucky

FRANKFORT. Although the money to implement it has not yet been appropriated, a new law passed in Kentucky should prove to be of great benefit in future industrial development activities of the state.

Briefly the new legislation, called the Industrial Development Finance Act, provides for lending the local agencies up to 30 per cent of the cost of industrial building projects and up to 50 per cent of the cost of industrial subdivision projects. The bill for the act was introduced to the Kentucky Senate by Senator Jerry Fonce Howell.

Mayor D'Alesandro of Baltimore signs the final ordinance restoring long-standing tax exemptions on manufacturers' machinery and inventories. City Council President Leon Abramson is at his right. Standing (left to right) are Baltimore civic leaders George W. Creighton, Alan H. Stockdale, Martin B. Kohn, George W. Baker, Jr., and Harrison Garrett.



Are tax exemptions important in attracting industry? What is the effect on community growth of major changes in the tax pattern? The nation's sixth largest city got an emphatic answer to these questions when long-standing exemptions on manufacturers' machinery and inventories were removed for two years. Here's what happened . . .

BALTIMORE'S TAX LESSON

By Harrison Weymouth, Jr.

BALTIMORE CITY'S recent action in removing its controversial taxes on manufacturers' machinery and inventories closes a brief but painful chapter in its development as a leading industrial center. Briefly, let us review what happened in Baltimore.

Prior to the Civil War the city's business activity had developed principally along shipping and mercantile lines with Baltimore serving as a major distribution center for much of the agricultural South. However, after the Civil War a large part of this market was lost, and Baltimore realized the necessity of increasing its manufacturing activities if it was to prosper. In 1881 the City Administration, therefore, enacted an ordinance which exempted from taxation the productive equipment of manufacturers. A further step to attract new industries to the city and encourage the expansion of existing plants was taken in 1919, when manufacturers' inventories were exempted from local taxation.

The City Fathers who sponsored

these exemptions believed that such a tax program would help to attract industry to Baltimore. Their reasoning was that Baltimore could not expect substantial progress as an industrial city unless its tax structure compared favorably with other competing communities.

The national companies did come to Baltimore. A list of some of the larger corporations who located plants in Baltimore City from 1919 on reads like a blue book of manufacturers. Among these firms were: American Brake Shoe, American Radiator, American Sugar, Bendix Aviation, Container Corporation, Continental Can, Crosse & Blackwell, duPont, Food Machinery & Chemical, General Electric, General Motors, General Refractories, Glidden, Harbison-Walker, Lever Brothers, National Can, National Gypsum, Procter & Gamble, Western Electric and Westinghouse.

While playing a vital part in attracting new industry to Baltimore, the exemptions were also serving to stimulate in-

dustry to spend millions of dollars over the years for plant expansion and improvement, thereby creating thousands of new jobs. In many cases, the expansion of an existing facility was every bit as spectacular in terms of increased employment and payrolls as the acquisition of a new industry.

Employment in manufacturing in Baltimore City, amounting to about 75,000 in the year 1920, grew to approximately 125,000 by 1957, an increase of 2/3 in contrast to a population increase of 1/3.

In the fall of 1956, in an effort to find additional revenue to balance a record-breaking budget without increasing the general property tax rate, the City Administration recommended the repeal of the manufacturers' tax exemptions. An ordinance removing the exemptions and setting the assessment rate at 100% was almost immediately introduced in the City Council. Industry's vigorous opposition was voiced by the Baltimore Association of Commerce, which warned that the increased

how close is your market ?

**NORTH
CAROLINA**
is
overnight
to half the nation
!

If you are seeking prompt and confidential plant location information you are invited to contact William P. Saunders, Director, Department of Conservation and Development, Raleigh, North Carolina.

TAX LESSON

tax burden would put many existing industries in an intolerable competitive position with manufacturers in other areas, and place Baltimore at a serious disadvantage in attracting new plants, at a time when numerous states and cities were intensifying their efforts to retain and attract industry.

The Association pointed out that repeal of the exemptions would be a breach of faith on the part of the city with the manufacturers who had established plants in Baltimore believing that the exemptions were a permanent city policy. In reply to the argument that taxes are a negligible factor in the location of new plants, the Association also expressed its opinion that everything else being equal, taxes can be the decisive factor in site selection.

In support of its position, the Association cited the recent experience of Allegheny County, Pennsylvania, which ended up as the only county in that state taxing manufacturers' machinery. The records of Pennsylvania's Bureau of Statistics showed that in the years 1951 through 1955 Allegheny County had suffered a loss of 158 manufacturing plants and a decline in manufacturing employment of 34,445 workers. While it was debatable that the tax was the sole factor to blame for the downturn in the county's industrial prosperity, these figures argued convincingly against the wisdom of the tax. Allegheny County's machinery tax, incidentally, is now on the way out, reductions in the assessment rate being equally spread over a four-year span beginning this year with complete exemption to be reached by 1962.

At a jam-packed hearing in City Hall, local representatives of labor joined business leaders in opposing the repeal of the tax exemptions. When the repeal ordinance came up for a vote in the City Council, however, it was approved by a 19 to 1 margin and became effective January 1, 1957. The validity of the ordinance was challenged in the courts, but the measure was upheld by both the Circuit Court of Baltimore City and the Court of Appeals of Maryland.

The impact of the new tax burden on the city's industries was soon apparent. By the end of February, 1957, a number of manufacturers had cancelled or indefinitely postponed planned expansions totalling well over \$50,000,000. These expansions were scheduled for 1957 and would have given employment to approximately 2,000 people. In March came the first announce-

ment of the removal of a plant from the city due to the tax, either as a major or a contributing factor, when the Cheston L. Eshelman Company announced it was transferring its production facilities to Crisfield, Maryland.

An avalanche of letters from chambers of commerce of other communities descended on Baltimore manufacturers inviting them to relocate in their areas. A typical letter began: "I have been informed that due to a manufacturers' tax which has been levied on industries in your area, you might possibly be interested in expansion, or relocation, of your manufacturing facilities in this vicinity, where the industrial climate is definitely better."

Some states and communities laid down a heavier barrage on Baltimore industry by placing advertisements in local newspapers. In addition a number of trade journals reported on the tax situation in Baltimore.

All of this proved one thing—that bad news for Baltimore manufacturers had traveled fast. Who could deny that Baltimore had now achieved undesirable notoriety on the national scene as a center of industry?

As the year progressed, more manufacturing firms announced that the new taxes were the primary reason for their decision to transfer all or part of their operations outside the city. The group included such nationally known companies as Marlboro Shirt Company, Linen Thread Company, and Ellicott Machine Corporation. At the same time a number of small manufacturers announced that the new taxes were the major reason for their decision to build enlarged plants in the counties surrounding Baltimore rather than expand their operations within the city. In this group were A.F.&G. Tool and Die Company, A. K. Robins and Company, Inc., and American Waist-Band Company.

Many companies with heavy investments in plant and equipment simply could not afford to move, although continued growth of their business dictated that they should. Firms with branch plants located in nearby parts of Maryland or adjoining states were able in some instances to curtail their Baltimore operations and expand their production elsewhere. This added up to more lay-offs for Baltimore workers.

When Esso Standard Oil Company announced last August that its Baltimore Refinery would shortly discontinue the manufacture of fuel products and reduce employment by 615 work-

ers, it was stated that the repeal of the tax exemptions was a contributing factor in the company's decision.

At the end of 1957 it was clear that the 22 manufacturers leaving the city during the year were doing so for one of two basic reasons. Either they were carrying out long planned expansions which they felt could best be done in a suburban or rural environment, or they were relocating in other areas because of the new machinery and inventory tax. The statements of 15 of the 22 companies plainly laid the blame on taxes.

Only 7 new industries amounting to an investment of \$210,000 had been established in the city during the first year under the new tax program. This was a startling drop from new industry totals for Baltimore for preceding years: 26 in 1956, 19 in 1955, and 26 in 1954.

Investment in industrial expansions in the city, meanwhile dropped from approximately \$47,000,000 in 1956 to a four-year low of about \$10,094,000 in 1957. This represented a substantial loss of business for those suppliers who would have sold the many items required for plant expansions. When it was seen that various industries were



Author Harrison Weymouth, Jr., has been assistant manager of the New Industry Location Department of the Baltimore Association of Commerce since early 1958. He is a native of Baltimore and attended Johns Hopkins University.

actually curtailing operations or moving out of the city, distributors and supply houses realized that they were the victims of a chain reaction set in motion by the manufacturers' tax. Their outspoken opposition to the taxes on industry, belated as it was, added a new dimension to the controversy.

For industries such as food canners that are obliged to maintain high inventories, the tax on inventories was particularly damaging. In the words of

one canning company official, his firm could only "hang on with its teeth" and hope for the early removal of the tax.

By early 1958 the far reaching effects of the city's new taxes on industry were becoming clearly apparent, and Mayor D'Alesandro moved swiftly to improve the situation. As a first step the Mayor sponsored an ordinance, enacted in April of this year, which progressively removes the new tax burden from existing plants through four years, ending January 1, 1962.

In a further step, Mayor D'Alesandro sponsored another ordinance providing complete tax exemption on the tools, machinery and inventories of new industries effective July 1, 1958. The measure also completely exempts the expansions of existing plants from taxation on tools and machinery effective the same date.

The Mayor in urging passage of this ordinance by the Baltimore City Council said its purpose is "to encourage and promote the location of new manufacturing industries and the expansion, growth and development of established manufacturing industries in Baltimore City." The measure was enacted by the Council June 16.

**WE'LL SPEED
YOUR TRANSACTIONS**
in the
BALTIMORE
AREA

**UNION TRUST
COMPANY OF MARYLAND**

Main Office: Baltimore and St. Paul Streets

SITE SEEKING?
LOOK
AT

**CENTRAL
EAST TEXAS**
first!

where conditions are ideal for industry

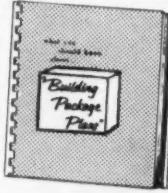
CONTACT INDUSTRIAL DEVELOPMENT DEPARTMENT

SOUTHWESTERN ELECTRIC SERVICE COMPANY
MERCANTILE BANK BLDG., DALLAS, TEXAS

**Your own
NEW PLANT
in
CANADA
at no cost but
RENT**

Your own new plant — ANYWHERE IN CANADA — built by Toronto Industrial Leaseholds (1957) Ltd., Canada's leading industrial development firm. Recently completed I.L. projects, for well-known American firms, include: American Machine & Foundry, Nestle-Le Mur, Eversharp Pen, Armstrong Cork Ltd.

Write on your letterhead for our informative 28-page illustrated brochure, "What you Should Know About Building Package Plans".



Toronto

**INDUSTRIAL LEASEHOLDS
(1957) LTD.**

An affiliate of Webb & Knapp (Can.) Ltd.
12 Sheppard St., Toronto, Ont., Can.
Offices in Vancouver and Montreal



SASI speaker Arno Johnson (center) huddles with Louis Agnello, a magazine reporter. In the background (left), is Philip Moore, another speaker and SASI president.

*a regional development group
sponsors a fact-finding forum
for New York executives on market
opportunities.*

Researching Southern Markets

NEW YORK. A somewhat different approach to selling the advantages of a particular region was presented here recently before a small group of Northern industrialists.

The occasion was a one-day meeting, sponsored by the Southern Association of Science and Industry, during which seven speakers gave analytical discussions on researching markets in the South.

The method of presentation was in contrast to the "hard sell" procedures, with which all site seekers and plant builders are familiar, used often by various states and regions to sing loudly the praises of their particular areas.

In this case the speakers cited growth figures designed to show that the Southern market is well worth considering now and in the future. Their conclusion was that any business or industry with services and products to sell should recognize the fact, in their forward planning, that the South's people are ready, willing and able to do their full share of buying.

For example, Dr. Arno H. Johnson of New York, vice president and senior

economist of J. Walter Thompson Company, told the group: "The growth of our economy in the next 10 years will have an important impact on the South. There will be an opportunity for rapid expansion in the Southern States, both as a growing market and as a supplier of industrial and agricultural products."

Pointing to the potential nationally for business and industrial development, the advertising agency executive observed: "To support the \$650 billion production economy, which we can and must have by 1968 . . . we must add to our level of sales to consumers the huge amount of about \$140 billion—a 50 per cent increase up to a total personal consumption of \$420 billion by 1968, compared with the \$280 billion level of mid-1957."

"That's the equivalent," he continued, "of adding our entire prewar 1939 consumption on top of our present high standard of living. In other words, we must accomplish in the next 10 years as much improvement in our total living standards as we accomplished in the previous 200 years from Colonial

times to 1939!"

Citing a series of growth factors and statistics, Dr. Johnson noted that in 1950-57 period per capita income in the South grew by 39 per cent, a rate of increase which was more rapid than in other broad areas of the nation.

"Looking forward to the probability that total personal income in the United States by 1970 can exceed \$550 billion," he said, "there is an opportunity for per capita income in the South to increase further by about 40 per cent over present levels. This increase in per capita income can greatly expand the South as a market, since the U. S. Bureau of the Census projects a population increase of 16 per cent in the South by 1970."

Speaker Bert Ferguson of Memphis, general manager of Radio Station WDIA, laid stress on the fact that the South's large population segment of Negroes offers a vast market potential.



William W. Neal, president of Liller, Neal, Battle & Lindsey, Inc., stressed the vast market potential of the South.

He said this group is not bargain seekers and stands ready to buy virtually anything a manufacturer has to offer in top quality merchandise.

Another speaker also touched on this point. William W. Neal of Atlanta, president of Liller, Neal, Battle & Lindsey, Inc., advertising agency, observed that one of the brightest spots in the rapid progress of the South is the steadily growing income of Negro families. This segment of the population represents 19 per cent of total households in the region, he pointed out.

Commenting on the similarity of all regions as markets now and in the future, Mr. Neal emphasized that you can

sell any product or any service in the South that you can sell in any other part of the United States. And, you can make that sale at a profit in the South if you can make a profit elsewhere in the nation.

"The South is different in certain respects, just as New England and the West Coast are different," he declared, "but the South is not different in its buying habits."

J. S. Gracy of St. Petersburg, vice president in charge of sales, Florida Power Corporation, told the meeting

that industries are locating new or branch plants in the South in greater numbers than ever before in history. With these industries coming to the South, he said, are "stable and growing markets which are challenging to all of us."

Dr. Frank J. Soddy of Decatur, Alabama, vice president, research and development, the Chemstrand Corporation, and SASI chairman, gave a detailed history of the South's development and outlined a great number of factors favorable to the region's con-

ESTATE SALE

of Fabulous Florida 3,000-acre going ranch fronting 1 1/2 miles on State Road 70, Lower West Coast (Bradenton-Sarasota area). Twelve-year planned development with no budget limits make it productive and attractive.

FULLY EQUIPPED

Equipment appraised at \$37,175 partial list: Drag line, road building machinery, six tractors, three silos, two harvesters, hay loader.

BUILDINGS

Eight buildings in addition to almost new owner's furnished residence, three bedrooms—two baths (fireplace take 4 foot logs) and five other homes for ranch help.

HELP

Experienced hands and highly qualified foreman will work for new owner if wanted.

"BETTER" LAND FOR PASTURE, CROPS

All pasture fertilized, dolomized, and highly improved; approximately 300 acres drained muck—ample hay and crops produced on ranch, each 40 acre rotational pasture has own fresh water.

PUREBRED CATTLE

If desired approximately 651 head purebred Black Angus cattle, and 200 calves may be purchased under separate contract (not owned by estate). Herd has been carefully selected and bred to produce only the most superior cattle.

SPECULATION

2 1/2 acre plots now being developed and offered at \$1,600 by adjacent owner.

PRICE

Estate appraisers valued land, buildings and equipment at \$898,000. An offer of less on terms of 1/4 cash balance over 10 years will secure consideration (all sales must be approved by Probate Court).

WRITE, PHONE OR WIRE

DON B. NEWBURN

REALTOR

44 So. Pineapple — Phone: RI 7-2147
SARASOTA, FLORIDA

or

WALTER S. HARDIN

REALTORS

402 - 12th Street, W. — Phone: 4-0411
BRADENTON, FLORIDA

tinued rapid expansion.

He emphasized that the South's greatest resource is its people. "Pleasant, courteous, industrious and intelligent," he opined, "they have made industry welcome, and by their ability they have made Southern industry the best managed, the best operated, and the most profitable in the nation."

Other speakers were Earl T. Van Sciver, executive vice president of First Research Corporation, Miami, and W. Wailes Thomas, manager of general public activities, Southern Bell Telephone and Telegraph Company, Atlanta.

Mr. Van Sciver discussed special techniques which have been developed for researching and evaluating the Southern market. His study showed that special problems relating to size and distribution affect buying patterns in the region.

Mr. Thomas pointed out that shifts in population in the region have brought low income groups from sparsely populated rural areas into urban areas, resulting in steadily rising per capita income and stronger consumer buying power.

The Southern Association of Science and Industry is a non-profit politically independent group formed in 1941 to promote the technical and natural resources of the South. It has headquarters in Atlanta.

Eastwood Park Is New Texas Industrial District

SAN ANTONIO. Development of a major new planned industrial district here has been carried out by Steve Brothers, Inc.

Called Eastwood Park, the 170-acre district area has been leveled, prepared for economical construction and planned specifically for industrial development. All sites are compacted for slab construction and planned for railroad and truck dock height loading and unloading.

President of Steve Brothers is Walter Steves, and the other brothers active with him in the firm are Sam Bell and Marshall. They are members of a family that has been prominent in San Antonio business affairs for nearly a century.

Cupid Meets His Match In Battle Creek Area!

BATTLE CREEK. When the Battle Creek Area Development Corporation through its efforts attracted a new industry to the city, the organization also got a husband for its receptionist.

The new industry is Midwest Gravure Service, Inc., of which James M. Snyder is president. His bride is the former Miss Connie Keller, who was receptionist at the ADC office.

It all started when Mr. Snyder, having completed arrangements for locating his plant here, asked for assistance in finding a place to live. Miss Keller was assigned to help, and their association on that project blossomed into romance. They were married in April.

According to F. Joseph Buckley, managing director of ADC, this move of assigning a beautiful receptionist to show an industrial prospect the residential areas and culture of Battle Creek may be regarded as a new technique in industrial development.

As a lure to other bachelor industrialists, Mr. Buckley comments: "My two secretaries are equally beautiful and efficient, and we await the call of the youthful unmarried presidents."



CITY SURVEYS NEEDS OF 1800 FIRMS FOR DATA TO GUIDE NEW INDUSTRIAL DEVELOPMENT

A noted research firm and one of the nation's foremost industrial consultants are teamed up for working jointly under the direction of Philadelphia's Department of Commerce, to determine the needs of industry in this City for many years to come.

More than 1800 firms, representing a cross-section of this highly diversified industrial center and other expanding industries across the country, are being queried to provide the new Philadelphia Industrial Development Corporation with data necessary to tailor land sites to fit industrial growth.

Land . . . labor . . . power . . . water . . . transportation . . . raw material sources . . . markets . . . and parking are among the many needs being checked.

The research will be completed late this summer, and translated into terms of new industrial sites, which will be made available to industries already here or desiring to locate here.

Make sure your company is on the growing list of firms exploring the many advantages that Philadelphia offers. For the latest accurate information about these advantages, write TODAY for a free copy of Philadelphia's new 260-page manual, INDUSTRIAL PLANT LOCATION DATA.

Philadelphia DEPARTMENT OF COMMERCE

INDUSTRIAL DEVELOPMENT DIVISION • CITY HALL, PHILADELPHIA 7, PA.

Fredric R. Mann, Director of Commerce

RECE LEASES

By Suzanne Johnson

Junior Boards of Executives by John R. Craf. Harper Brothers, 49 East 33rd St., New York 16, N. Y. \$3.50. 162 pages.

During the last decade the use of junior boards as a means of management training has increased in popularity. Designed primarily to stimulate the growth of executive leadership, a junior board can also be the source of ideas and projects of great value to senior management.

To find out how junior boards fit into the overall management development philosophy and how they work in practice, the author visited more than a score of companies where junior boards are being used. This book is both a report and an appraisal of what he learned.

General Statistics for Standard Metropolitan Areas with 40,000 or More Manufacturing Employees, by Major Industry Groups: 1956, 1955, 1954 and 1947. Bureau of the Census, Washington 25, D. C. 25 cents. 29 pages.

Your Great Future In A Growing America. An illustrated 24-page booklet spelling out the positive factors in America's growth and potential. The Advertising Council, Inc., 25 West 45th Street, New York 36, N. Y.

Western Resources Handbook Data Sheets. The twenty-third issue. Stanford Research Institute, Menlo Park California. 30 pages.

Standards for Physical Security of Industrial and Governmental Facilities. A publication to provide standards of physical security against subversive activities which are generally applicable to private and governmental facilities vital to our national defense. Superintendent of Documents, Government Printing Office, Washington 25, D. C. 30 cents. 44 pages.

Value of Manufacturers' Inventories 1956, 1955, 1954 and 1947. Bureau of Census, Washington 25, D. C. 25 cents. 16 pages.

Economic Growth in The United States — Its Past and Future. This statement describes the growth of the American economy up to the present, and then indicates what may reasonably be expected in the future. The study is very largely a factual and statistical description of economic growth. Committee for Economic Development, 711 Fifth Avenue, New York 22, N. Y. 63 pages.

Plant Location and the National Interest. An address by Victor Roterus, Director, Office of Area Development, U. S. Department of Commerce. 8 pages.

Marketing's Responsibility In A Period of Recessions. A symposium presenting the opinions of nine men in the marketing field. The Atlanta Economic Review, April, 1958. Georgia State College of Business Administration, 33 Gilmer Street, S.E., Atlanta 3, Georgia. 20 pages.

Checklist For Your Area Data File

Formento—The Economic Development of Puerto Rico by William H. Stead. An economic study of the development of the country. The three parts include Background, Industrial Development Operations and Appraisal. National Planning Association, 1606 New Hampshire Avenue, N.W., Washington 9, D. C. 151 pages. \$2.00.

An Analysis of The Port Potentials and Port Sites of Brunswick and Glynn County, Georgia. A review of the port potentials of Brunswick and Glynn County and a feasibility analysis of the possible sites for general and specific cargoes Industrial Development Branch, Georgia Institute of Technology, Atlanta 13, Georgia. 26 pages.

Problems and Progress—Dayton, Ohio. A discussion of the major municipal problems that are typical of America's dynamic expanding cities and the progress made in Dayton. Dayton Area Chamber of Commerce, Biltmore Hotel, Dayton, Ohio. 19 pages.

Directory of Florida Industries. 1958 Supplement. Florida State Chamber of Commerce, 8057 Expressway, Jacksonville, Florida. 54 pages. \$1.00.

Katy Freeway Industrial Park. Folder issued by Missouri-Kansas-Texas Railroad Company, Katy Building, Dallas 2, Texas.

Industrial Plants Available in Maryland. A quarterly inventory. Baltimore Association of Commerce, 22 Light Street, Baltimore 2, Maryland. 7 pages.

Las Vegas Report 1958. A compendium of statistical information on commercial and social facets of Las Vegas. Las Vegas Chamber of Commerce, 223 East Charles-ton, Las Vegas, Nevada. 32 pages.

Directory, Manufacturers and Wholesalers, Modesto, California and Vicinity. Modesto Chamber of Commerce, 1120 Eleventh Street, Modesto, California. 28 pages.

Statistical Abstract for 1957 of Florida Counties. Florida State Chamber of Commerce, 8057 Expressway, P. O. Drawer 8046, Jacksonville 11, Florida. 2 pages.

ALBERTA... PROVINCE OF OPPORTUNITY!

An Economic Survey of the province is available to industrialists looking for a new plant location in a brand new market area. Join the 60,000 American citizens now living in Alberta, Canada.

For information write to the Director of Industrial Development, Calgary Power Ltd., Box 190, Calgary, Alberta, Canada.



The 7 Keys to Sensible Site Selection

- COMMUNITY INTEREST
- FAVORABLE TAX RATE
- ALL UTILITIES
- RAIL and TRUCK LINES
- CHOICE OF GOOD SITES
- AMPLE LABOR
- EXCELLENT CLIMATE

SAN FRANCISCO 258 Miles
SOUTHERN PACIFIC and SANTA FE RAILWAYS 24 MAJOR TRUCK LINES
LOS ANGELES 142 Miles

PLUS...
Proximity to major markets via California's Main Street - U.S. Highway 99 and two transcontinental railroads



North, South Interdependent Economically, Says G.E.'s Reed

BIRMINGHAM. While regional and sectional differences in the nation's economy have always existed and will continue to exist, it is increasingly evident in today's complex society that no part of the country can make progress strictly on its own.

This was brought out in the recent conference on "The Economic Future of the South," which was held here under sponsorship of the Southern Research Institute.

Keynote speaker Philip D. Reed observed, for example: "The South is no economic island. The North and South are, of course, increasingly interdependent, and the future of your region is firmly bound to the future of the country as a whole, and vice versa."

Mr. Reed, former board chairman and now finance committee chairman of General Electric Company, stressed, too, that "there must be no boundaries to the search for truth."

In taking a look at the national picture, the G-E executive made some predictions which show clearly that continued rapid expansion of business and industry is necessary to meet the demands of future markets. His forecasts include comments that:

1. The national population will reach 200 million by 1968 and 255 million by 1983.

2. Employment may be expected to reach 100 million by 1983, and industrial production can be expected to rise to 360 per cent of the 1947-49 average by 25 years from now.

3. Total production of goods and services may well rise beyond the \$1 trillion mark within a quarter of a century, and in the same period electrical energy generation will have more than sextupled and risen to some four trillion kilowatt hours a year.

Another speaker, President George Champion of The Chase Manhattan Bank, warned that creeping inflation has been and can continue to be a deterrent to financing for business expansion. He declared, however, that "Business will have to turn more heavily to equity capital in its financing in the future—inflation or no inflation."

Stress on the role of education in future growth was placed by Frank H. Sparks of New York, president of the Council for Financial Aid to Education. He declared—and this is of interest to all expansion minded industrialists—that education is the basis of all human progress. "There is no improvement disassociated from increased understanding."

He said further: "No state, no nation, nor any segment of either, can disengage itself from the carrier of its culture and the inspirer of its youth . . . I hopefully look forward to an expanded and enriched system of education in America that is financed almost equally by taxes, tuitions and gifts."

Discussing the part of research in business expansion, Southern Bell Telephone and Telegraph Company President Ben S. Gilmer told the group: "The American people expect and demand continual change and improvement. . . . Industry will need to keep itself financially healthy and sound if it is to do its part in nurturing and supporting research, necessary not only to its own welfare but to the greater welfare of the nation and its people."

The role of state and local governments in industrial development was presented at the meeting through the

medium of a filmed talk by Governor Luther H. Hodges of North Carolina.

"It is our responsibility," he asserted, "to have available to people who come to our states—either to live to work or to build a factory—good schools, both public schools and colleges and universities; good health programs, hospitals, mental institutions; good highways, clean entertainment and recreation." He said people looking for a plant location "are not interested in low wages or give-away programs or gimmicks. They want to pay their own way. They want to be good individual and corporate citizens, and it is up to us in government to see that they have an opportunity to be both."

Among other prominent speakers at the two-day session were Harlee Branch, Jr., president of The Southern Company; Dr. Charles F. Kettering, research consultant and former vice president of General Motors Corporation; Dr. Frank J. Soddy, vice president of Chemstrand Corporation and chairman of the Southern Association of Science and Industry; Dr. Earle L. Rauber, vice president and director of research, Federal Reserve Bank of Atlanta; John A. Sibley, chairman of the board, Trust Company of Georgia; Philip W. Moore, president, First Research Corporation, Miami, and president of SASI.

Thomas W. Martin, chairman of the board of Alabama Power Company and of the Southern Research Institute, was chairman of the meeting. The sessions were attended by several hundred business leaders representing all parts of the nation.

WOULD YOU LIKE TO OWN A FIR TREE?

PORTLAND, ORE. Have you ever wanted your own personal fir tree? If so, now is your chance.

The Blitz-Weinhard Company of Portland, Oregon, will send for the asking a special do-it-yourself kit containing a baby Oregon fir tree and directions for planting. It's an interesting fact that if your tree survives the vicissitudes of infancy, it may grow to be 200 feet tall in a couple of centuries.

The idea behind all this is that Blitz-Weinhard, Oregon's only brewery, is busily promoting the state's rich opportunities and abundant resources as a preliminary to Oregon's Centennial Celebration which comes up in 1959.

Thus, in addition to the fir tree, the promotional kit contains also some direct comments on all the good things about the state. The program is described as "a modest reforestation proposal from Oregon's largest and only brewery as a fitting prelude to Oregon's glorious 1959 centennial celebration."

A three-column advertisement concerning the program entitled "Keep Times Square Green," was run in the *New York Times* and received tremendous response, Blitz-Weinhard reports.

So, if you're thinking of locating a plant on the West Coast, from Blitz-Weinhard you can get not only a raft of information about Oregon but also a sturdy addition to your local flora.

(Please use black ink to facilitate reproduction)

AUGUST 1958

(Leave blank)

I. D. SECRET SITE SERVICE

There may be sound reasons why you should wish to obtain preliminary information on possible sites without revealing your interest or identity. Recognizing this, INDUSTRIAL DEVELOPMENT offers a Secret Site Service to readers who hold positions of responsibility with manufacturers or other business firms having a legitimate interest in sites. This service is offered in cooperation with the development agencies whose advertisements you see in this issue. Here's how the plan works:

1. Complete the questionnaire below. Be specific to avoid wasting your time and that of cooperating research groups. DO NOT PUT YOUR NAME OR ANY IDENTIFYING INFORMATION ON THIS FORM.
2. Transmit this form to ID headquarters, giving your identification on a separate sheet. For convenience, just enclose a business card or letterhead.
3. When we receive your form, we will immediately assign a case number to your form and will refer to it thereafter by number only. Your identification will be placed in a separate confidential file to be used only in communicating with you.
4. We will then send photostatic copies of your inquiry form to development agencies serving the area in which you are interested.
5. Those who have sites meeting your needs will return descriptive material to us, addressing us by case number.
6. We will relay all proposals to you. If any proposal is of interest, you may ask for more detailed data through us or contact the agency direct. There is no cost or obligation—this is purely a service for ID's business readers.

LIST YOUR REQUIREMENTS AS SPECIFICALLY AS POSSIBLE

AREA OF INTEREST—Draw a circle around the approximate area in which you are interested:



BUILDING

Desire to rent existing building, occupancy in days.
 Desire to buy existing building, occupancy in days.
 Want local group to erect building to our specs. and lease to us.
 Expect local group to provide bldg. below cost or gratis as inducement.
 Will erect own bldg. but interested in aid in mortgage financing.
 Will assume complete responsibility for building and financing.

BUILDING SPECIFICATIONS

Floor area sq. ft. Ceiling clearance ft.
Special requirements

TYPE OF SITE DESIRED

Rural, adjacent to community with population less than
 Urban, in planned and restricted industrial district if possible.
 Water process, on stream with minimum flow of gal./min.
 Dispersed, well removed from target areas or cities, for defense work.
 Other

TRANSPORTATION SERVICES

Rail siding required. Estimated annual tonnage
 Trucking service required. Adjacent to major highway.
 Airport for passenger service freight
 executive airplanes.
 Water transport barge ocean-going.

UTILITIES

Electric power. Ultimate total load kw.
Special demands

Water. Required supply gal./min. at psi.
Special demands

Natural gas. Demand cu. ft./day.
Special demands

Sewage. Special demands

LABOR

Union shop. Non-union shop. Depending on location.
Skilled males Semi-skilled males Unskilled males
Skilled females Semi-skilled females Unskilled females
Special factors

RAW MATERIALS

List principal items which influence your location economics:

Your approximate capitalization \$
Dun & Bradstreet rating

Attach your card or letterhead to this form and mail to:

SECRET SITE SERVICE DEPT.
Conway Publications, North Atlanta 19, Ga.



Industrial Districts

The following planned industrial districts have sites available for immediate construction. Advantages offered by such districts are described in detail in the November-December 1954 issue, pages 6, 7, and 8.

Services offered are indicated by the following code: (A) Architect & Engineer; (C) Construction; (E) Electric Power; (G) Natural Gas; (F) Financing; (P) Paved Streets; (R) Rail Siding; (S) Sewers; (T) Telephone; (W) Water.

Iowa

Iowa "Manufacturing Meadows"—Clinton, Iowa (population 35,000), 138 miles west of Chicago on Mississippi River and Lincoln Highway (U. S. 30). 190 acres within city. Master plan by Skidmore, Owings & Merrill. Served by Chicago and Northwestern Railroad. Developed by Clinton Development Company, a civic-non-profit corporation. Chapel 2-4536. R. J. Stapleton, Managing Director. Services available: (a) (optional), (c), (e), (g), (f) (optional), (p), (r), (t), (w), restrictions.

Missouri

PAGE INDUSTRIAL CENTER—St. Louis—a planned industrial park, developed by Page Industrial Center, Inc., 7811 Carondelet, St. Louis 5, Mo., Edward L. Bakewell, Realtor, phone CEntral 1-5555, served by Rock Island Railroad, 60 acres with all services available on property. Restrictions.

TRACY, CALIFORNIA CITY ANNOUNCES SALE OF CHOICE INDUSTRIAL SITE

\$2500 PER ACRE, 3-ACRE SITE NOW AVAILABLE in tract being sold by city. Price includes water and sewer lines to property. All utilities adjacent, rail, excellent street and highway access. Modern plant has built on first 3 acres sold. Qualified professional engineering, architectural and construction firms engaged to service inquiries. (A) (C) (E) (G) (P) (R) (S) (T) (W). Tracy (11,000) 61 miles east of San Francisco. Key Transportation Center.

TRACY DISTRICT
CHAMBER OF COMMERCE
TRACY, CALIFORNIA

Available Sites

SALISBURY, N. C.—Freeway sites with all utilities and rail or nearby large tracts on Yadkin River. NEW Fantus engineering study confirms profit and pleasant living in community. NEW airport (4200' x 100') paved; NEW Holiday Inn (const.); NEW "Y"; NEW schools; NEW shopping center; NEW outlook among people. Contact: William P. Pence, Mgr., C of C. ME 3-4221 or Box 559.

KIEL, WISCONSIN INDUSTRIAL PARK SITES—Low tax. Cheap Power. Seaway Close to fast-growing midwest markets. Recreation. See us on your vacation trip. Kell Industrial Development Corp., P. O. Box 7, Kiel, Wis.

CANADA—80 thriving industries and room for many more. Peterborough Ontario in the heart of the Kawartha Lakes District. Zoned industrial sites, good labour relations. Direct routes to Canada's largest consumer markets. Resort living with metropolitan conveniences. CONTACT L. H. ENGHOLM, Industrial Commissioner, City Hall, Peterborough, Ontario.

Business Opportunities

A NEW SERVICE

Does your company want to enhance its prestige in the business world? Do your executives deserve wider recognition? Would you like to present a more impressive picture of your company's history and growth? Do you need an easily-readable current description of the facilities and services you offer? Would you like to have such a presentation prepared by an outside group with objective viewpoint and wide experience in business reporting?

Interested? Then contact the publishers of INDUSTRIAL DEVELOPMENT and MANUFACTURERS RECORD to discover how our professional staff can serve you.

Editorial Survey Department
CONWAY PUBLICATIONS, INC.
295 Madison Avenue, New York
or
109 Market Place, Baltimore
or
North Atlanta 19, Georgia

Personnel Placement

North Carolina community desires experienced executive to organize and operate a city and county financed Industrial Council. Budget approximately \$20,000.00 annually. Address reply to ID 8-3.

Marketing Research—Economic Surveys

— throughout the U.S. and Latin America



- A fully staffed research organization equipped to handle work of any size or scope.
- All 48 States and all 23 Latin American countries covered.
- Largest bi-lingual field staff in Latin America.

FIRST RESEARCH CORPORATION

Other Company Activities:

- Economic and Real Estate Studies
- Industrial Development and Site Location Analyses

ATLANTA
3846 Hillcrest Ave.

NEW YORK
10 East 40th St.

MIAMI
First Research Building
186 S.W. 13th Street

Directory of Professional Services



DESIGN
CONSTRUCTION

Ford, Bacon & Davis
Engineers

NEW YORK

APPRAISALS
REPORTS

CHICAGO : LOS ANGELES
MONROE, LA. : TORONTO : VANCOUVER



**Society of
Industrial Realtors**

Members of SIR offer professional service in the handling of your industrial real estate problems. Firms listed below have met strict membership requirements and are fully equipped to assist in selecting sites for manufacturing plants, warehouses, offices, and other facilities. Membership includes more than 500 firms and individuals throughout the nation.

PALMER & BAKER ENGINEERS, INC.
CONSULTING ENGINEERS — ARCHITECTS

Surveys—Reports—Design—Supervision—Consultation
Transportation and Traffic Problems
Tunnels—Bridges—Highways—Airports
Industrial Buildings
Waterfront and Harbor Structures
Graving and Floating Dry Docks
Complete Soils, Materials and Chemical Laboratories

MOBILE, ALA.

NEW ORLEANS, LA.

WASHINGTON, D. C.

DE LEUW CATHER & COMPANY
Consulting Engineers

TRANSPORTATION,
PUBLIC TRANSIT
AND TRAFFIC PROBLEMS

Industrial Plants
Railroads
Subways
Power Plants
Grade Separations
Expressways
Tunnels
Municipal Works
150 N. WACKER DRIVE,
CHICAGO 6, ILL.
70 McALLISTER STREET,
SAN FRANCISCO, CAL.

LOCKWOOD GREENE
ENGINEERS, INC.

ENGINEERS — ARCHITECTS
INDUSTRIAL • COMMERCIAL •
INSTITUTIONAL

New York 17, N. Y.
41 E. 42nd St.

Boston 16, Mass. Spartanburg, S. C.
316 Stuart St. Montgomery Bldg.

GUSTAVE M. GOLDSMITH
Consulting Engineer

General Structures
Plant Layout
Design—Investigation—Quantity Survey
1734 Bella Vista CINCINNATI 27, OHIO

Executive Employment-Investment Services
If you desire Executive Employment through Investment; get in touch with us. We have nationwide contacts. Free brochure upon request.
J. R. PREVETTE AND ASSOCIATES
COMMERCIAL NEGOTIATORS
805-6-7 Professional Building
EDISON 4-0686 Charlotte 2, N. C.

**PARSONS, BRINCKERHOFF,
HALL & MACDONALD**

Engineers

Bridges, Highways, Tunnels, Airports,
Subways, Harbor Works, Dams,
Canals, Traffic, Parking and Transportation
Reports, Power, Industrial
Buildings, Housing, Sewerage and
Water Supply.

165 BROADWAY NEW YORK 6, N. Y.

PROBLEMSOLVER
LABORATORY

Origination of special procedural and
mechanical systems and devices.
1922 N. Decatur Rd., N. E.
Atlanta 7, Georgia.

CRANES

Overhead traveling • Outdoor types
Locomotive cranes • Gantry & Whirleys
Locomotives

A. JAY HOFMANN COMPANY
P. O. Box 387-A, Narberth, Penna.

When you need
professional advice—

Consult a

professional

REYNOLDS ASSOCIATES
Engineers and Consultants
INDUSTRIAL AIR CONDITIONING • PLANT
MODERNIZATION • HEAT & POWER PLANTS
• MATERIAL HANDLING
DESIGN—PLANS—EVALUATIONS
Birmingham, Alabama
Box 1457

ERIE, PENNA.
Commercial—Industrial
WAY REALTY CO.
1310 Baldwin Bldg.
Ph. 2-2582 Ph. 2-4884

Near the Crowd—But Not in It
Middlesex County, N. J. 20 Miles from
New York—50 Miles from Philadelphia. On
U. S. No. 1, N. J. Turnpike and Mainline
P.R.R. Write for Booklet.
Middlesex County Industrial Department
County Record Bldg., New Brunswick, N. J.
Associate Member—SIR

Columbus, Ohio

The Growth City of the Midwest

ROBERT G. DENMEAD
Member, Society of Industrial Realtors
Sales • Leases • Appraisals
57 East Gay St. CA 4-4249

FEIST & FEIST
Real Estate & Insurance

58 Park Place Mitchell 3-
Newark 2, New Jersey 8500
Irving Feist
Member of Society of Industrial Realtors

OMAHA, NEBRASKA
Byron Reed Company, Inc.

Nebraska's Oldest and Largest
Real Estate Firm

1613 Farnam Street Jackson
Omaha, Nebraska 8100
Charles E. Peterson, Jr., M.A.I., S.R.A.,
C.P.M.
Member of the Society of Industrial Realtors

INDEX OF ADVERTISERS

A	
Alabama Power Co.	3rd Cover
Agency—Tom Little & Associates	
Allied Chemical Corp., General Chemical Division	48
Agency—Atherton & Currier, Inc.	
American Creosote Works, Inc.	39
Direct	
Anniston Chamber of Commerce	3
Agency—Nottingham, Inc.	
Atlantic Steel Co.	37
Agency—Lowe & Stevens	
B	
Greater Bakersfield Chamber of Commerce	67
Agency—Owen N. Dailey, Advertising	
Baltimore & Ohio Railroad	9
Agency—Richard A. Foley	
Birmingham Tank Co.	40
Agency—Robert Luckie & Co.	
Greater Burlington Industrial Corp.	3
Agency—Joseph Smith, Advertising	
C	
Calgary Power Ltd.	75
Agency—James Lovick & Co., Ltd.	
Candiac Development Corp.	38
Agency—Cockfield, Brown & Co., Ltd.	
Carolina Power & Light Co.	40
Agency—J. T. Howard	
Chicago & North Western Railway	4th Cover
Agency—The Caples Co.	
D	
Delano District Chamber of Commerce	75
Agency—Owen N. Dailey, Advertising	
De Leu Cather & Co.	79
Direct	
Robert G. Denmead Co.	79
Direct	
Diamond Mfg. Co.	41
Agency—Frederick B. Garrahan	
F	
Feist & Feist	79
Direct	
First Research Corp.	78
Direct	
Ford, Bacon & Davis	79
Agency—Victor A. Smith	
G	
General Coal Co.	39
Agency—Aitken-Kynett Co.	
Gustave M. Goldsmith	79
Direct	
Grand Central Industrial Centre	2
Direct	
Greer Engineering Associates	15
Direct	
Greer-Jewell & Associates	15
Direct	
H	
Hardin Realty Co.	73
Agency—John L. Douglas & Associates	
A. Jay Hoffman Co.	79
Direct	
I	
Industrial Sound Films, Inc.	16
Direct	
K	
Knoxville Chamber of Commerce	66
Agency—Huster Advertising Agency	
L	
LaSalle-Peru-Oglesby-Spring Valley Chamber of Commerce	66
Agency—Kenneth B. Butler & Associates	
Lewis Terminals, Inc.	4
Agency—Power Advertising	
Lockwood Greene Engineers, Inc.	79
Direct	
Long Beach Chamber of Commerce	3
Agency—Patch & Curtis, Advertising	
Louisiana Dept. of Commerce & Industry	12
Agency—Gordon Advertising Co.	
M	
Middlesex County Industrial Dept.	79
Direct	
Mississippi Valley Gas Co.	15
Agency—Godwin Advertising Agency	
Monroe Area Industrial Development Corp.	4
Agency—Shell Advertising	
N	
Don B. Newburn, Realtor	73
Agency—John L. Douglas & Associates	
North Carolina Dept. of Conservation and Development	70
Agency—Ayer & Gillett	
P	
Palmer & Baker Engineers, Inc.	79
Direct	
Parsons, Brinckerhoff, Hall & McDonald	79
Direct	
Philadelphia Dept. of Commerce	74
Agency—The Beacon Agency, Inc.	
Phillips & Buttorff Corp.	45
Agency—Dyrene Advertising Agency, Inc.	
J. R. Prevette & Associates	79
Direct	
Problemsolver	79
Direct	
Puget Sound Power & Light Co.	15
Agency—Frederick E. Baker & Associates	
R	
Byron Reed Co., Inc.	79
Direct	
Reynolds Associates	79
Direct	
S	
Sauereisen Cements Co.	36
Agency—The Advertising Agency of William Cohen	
Southern Lightweight Aggregate Corp.	36
Agency—Cabell Eanes	
Southern Railway System	2nd Cover
Agency—Cunningham & Welsh	
Southwestern Electric Service Co.	72
Agency—Rominger Advertising	
T	
Texas Power & Light Co.	66
Agency—Don L. Baxter, Inc.	
Toronto Industrial Leaseholds, Ltd.	72
Agency—Muter, Frankfurter, Culiner & Gould	
U	
Union Electric Co.	5
Agency—Gardner Advertising Agency	
Union Trust Co. of Maryland	71
Agency—H. W. Buderneier Co., Inc.	
V	
Hyman Viener & Sons	36
Agency—Eastern Associates, Inc.	
W	
Way Realty Co.	79
Direct	
West Engineering Co.	39
Agency—Advertising Associates, Inc.	
West Texas Utilities Co.	10
Agency—Curtis Taulbee Advertising	
Windsor Properties, Inc.	13
Agency—Rominger Advertising Agency	
State of Wisconsin	14
Agency—Stephan & Brady, Inc.	



The Colonel Says

PICKUP

There are several straws in the wind indicating a general pickup in the overall business picture.

Figures just released by Dun & Bradstreet show, for example, that following five straight months of year-to-year declines, the number of new business incorporations in June showed a reverse trend for a total higher than that for the like 1957 month.

The June total was 11,991, up 6.4 per cent over the 11,269 reported in the month a year previous. It also was .4 of a per cent higher than the 11,943 new charterings noted in May, 1958.

Since it is a fact that people are more likely to take the risk of launching a new enterprise when the general economic picture looks favorable, the June gain may be regarded as very encouraging.

As Secretary of Commerce Sinclair Weeks commented recently: "The economy may run along with only slight changes during the summer vacation period, but a definite up-swing seems in the cards for fall."

* * *

COST CUTS

Repeal of the three per cent freight tax, which was effective August 1, surely will reduce costs for business, consumers and the farmer. Actually, everyone who buys goods will benefit, because the tax applied to all items shipped by for-hire carrier.

In view of all these factors, economists are speculating optimistically that the tax repeal may cut the cost of living a bit within two or three months. After all, as the U. S. Chamber of Commerce observes, taxes do affect the cost-price index, and this particular tax should provide an especially good example since nearly everything in the index must be shipped.

* * *

NEW DRUG

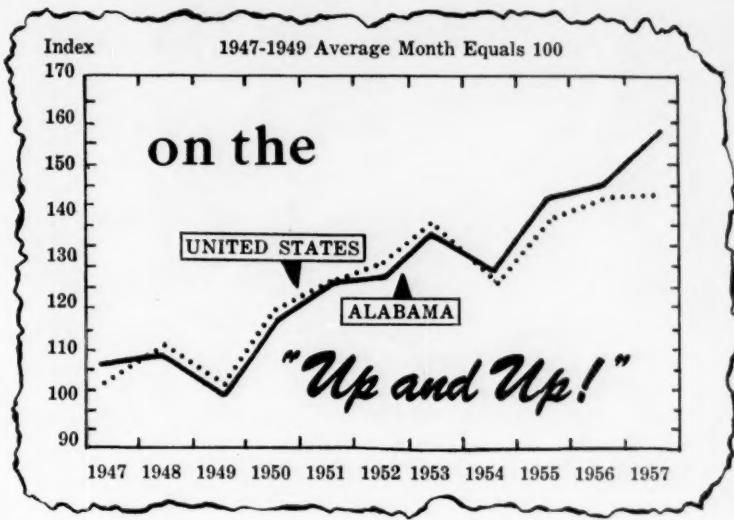
In these days of unending new scientific and technological developments, the expanding list of so-called wonder drugs stands out as an always interesting phenomenon. Among these drugs our favorite is a new one designed specifically for busy and harried executives. It's called "Dammitol."

* * *

NOT WORTHLESS

The fact has definitely been established around here—considering the people who come and go—that no one may be regarded as completely worthless. Even the worst can always serve as a horrible example.

MORE and more industries are recognizing the diversified advantages of location in Alabama for the expansion of manufacturing or distribution facilities.



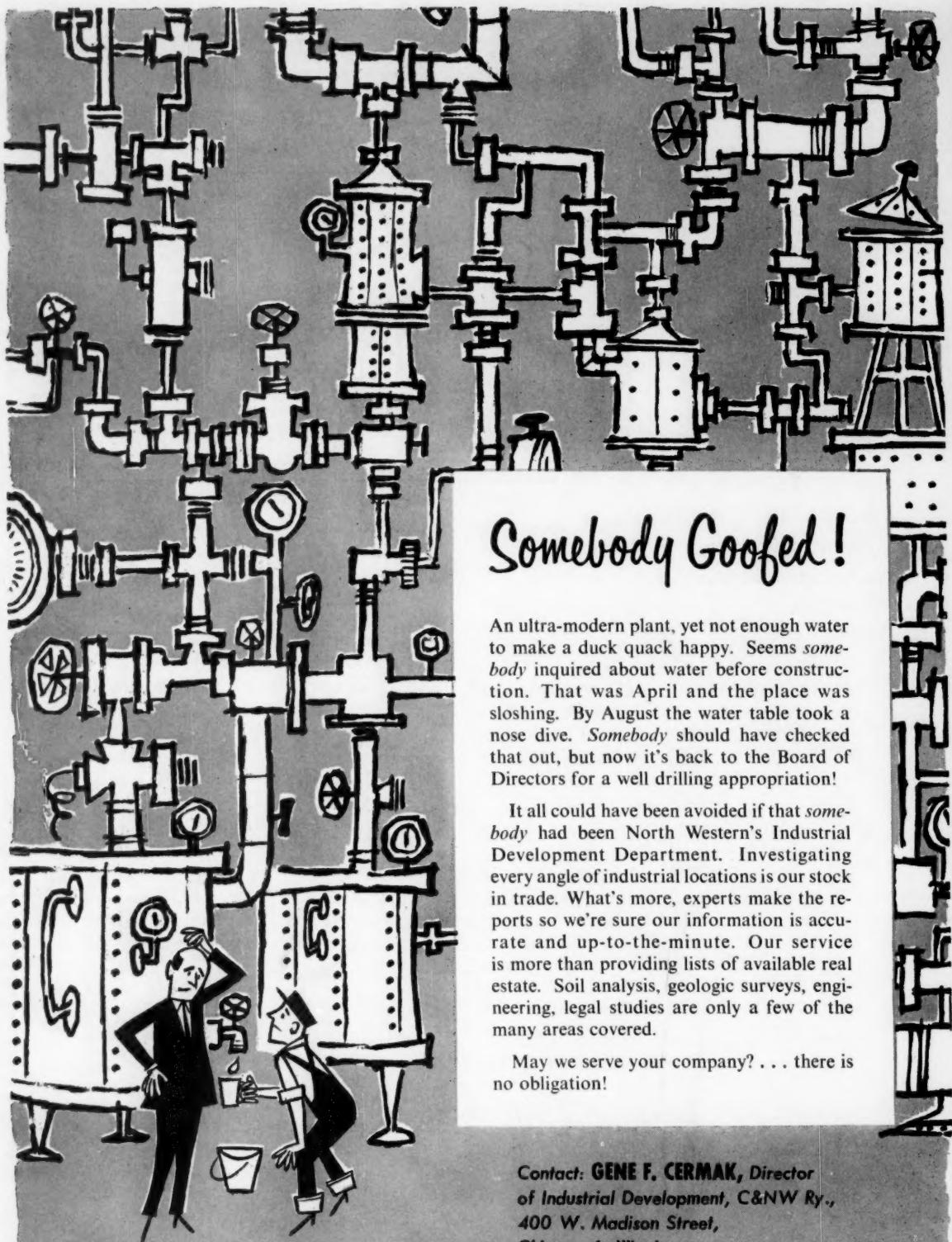
Since 1954 Alabama's industrial production has been considerably more than the national average. These figures compiled by the Alabama Bureau of Business Research show this continual rise of industrial activity:

1957	.	.	.	.	.	157.7
1956	.	.	.	.	.	145.9
1955	.	.	.	.	.	143.6
1954	.	.	.	.	.	126.2

Alabama, in the heart of the expanding Southern market, offers: widely distributed fresh water — efficient air, rail, highway and harbor facilities — water transportation to all the world from its Port of Mobile — and a large, dependable, trained or easily-trained labor force. For full information write to

Alabama Power Company INDUSTRIAL DEVELOPMENT DEPARTMENT

Helping Develop Alabama • Birmingham 2, Alabama



Somebody Goofed!

An ultra-modern plant, yet not enough water to make a duck quack happy. Seems *somebody* inquired about water before construction. That was April and the place was sloshing. By August the water table took a nose dive. *Somebody* should have checked that out, but now it's back to the Board of Directors for a well drilling appropriation!

It all could have been avoided if that *somebody* had been North Western's Industrial Development Department. Investigating every angle of industrial locations is our stock in trade. What's more, experts make the reports so we're sure our information is accurate and up-to-the-minute. Our service is more than providing lists of available real estate. Soil analysis, geologic surveys, engineering, legal studies are only a few of the many areas covered.

May we serve your company? . . . there is no obligation!

Contact: **GENE F. CERMAK**, Director
of Industrial Development, C&NW Ry.,
400 W. Madison Street,
Chicago 6, Illinois

CHICAGO AND NORTH WESTERN RAILWAY

